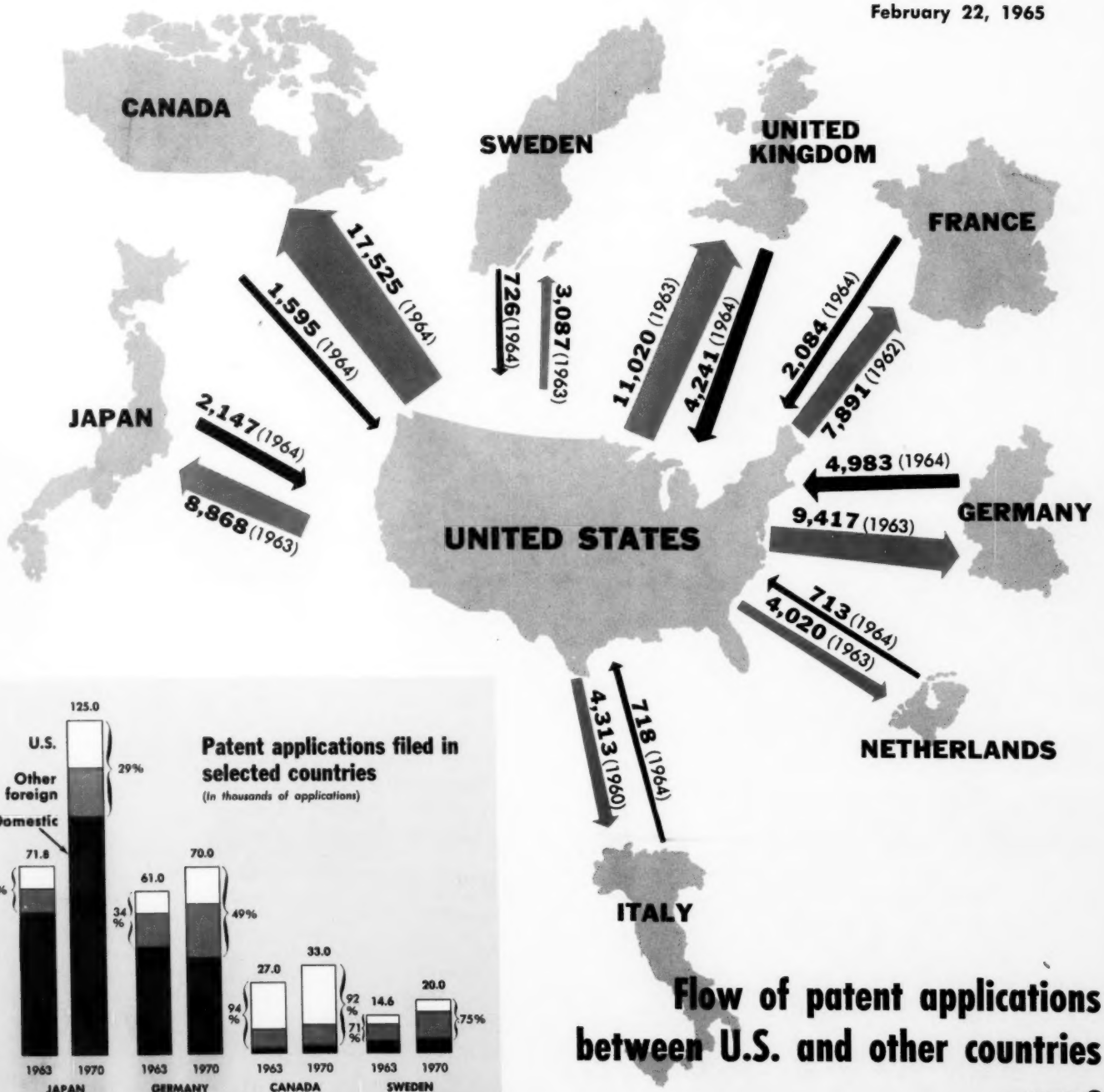
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

February 22, 1965




## Flow of patent applications between U.S. and other countries

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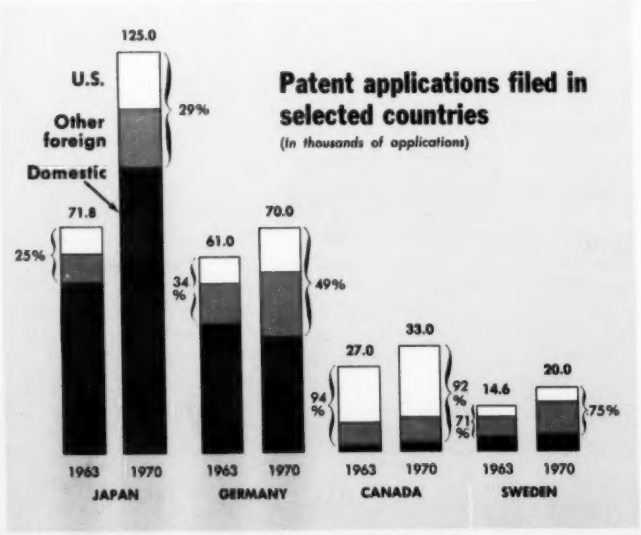

# Business Bulletins *from around the world*

**BELGIUM**—January-September 1964 imports from U.S. rose 13.6% over like 1963 period to reach $384.3 million, while total BLEU imports climbed 18.1% to $4,365 million. U.S. market share dropped to 8.8% from 9.2% in first nine months of 1963.

Pittsburgh Corning de Belgique, S.A., plant at Tessenderlo soon to begin production of "Foamglass," for European, Near East, African markets. Product is cellular glass insulating material for refrigerating, building, petrochemical, other industries.

World's first automatic diamond sorting apparatus, produced by Ateliers de Construction Electrique de Charleroi (A.C.E.C.), can sort stones between 0.8 mm. and 8 mm. (approx. 1/32 to 5/16 in.) in any mixture. Smaller stones sorted at rate of 50 per second. The technique is based on transparency of diamonds to certain x-ray radiations.

**BRAZIL**—Customs Policy Council announces import duty exemption for a quota of 10,500 tons of "natural or synthetic rubber;" classified under tariff items 40-01 and 40-02 of Brazilian Customs Tariff. Permission for duty-free entry to be authorized upon submission to customs authorities of exchange cover certificate or import license issued by Foreign Trade Department of Bank of Brazil (CACEX).

**CONGO (Leopoldville)**—Two Congolese companies, one to produce automobile batteries, other to manufacture dry cell batteries for transistor radios, flashlights and other small appliances, formed in Katanga Province. Established by local financiers with foreign technical assistance, plants to supply local consumer market formerly dependent on imports. Both factories now in operation.

**CYPRUS**—Central Bank issues its own bank notes in denominations of 0.50 ($1.40) and 0.25 ($0.70), designed to replace 1961 Government issue. Identical in other characteristics, new notes to be marked "Central Bank of Cyprus" rather than "Republic of Cyprus," and bear signature of Governor of bank. Both types, however, to continue to circulate until further notice.

**DOMINICAN REPUBLIC**—Head of governing Triumvirate, Donald Reid, passes out 1500 provisional farm titles near north coast town of Nagua, part of agrarian reform project to establish 4,000 farms on 62,500 acres of rice land, providing about 12 acres per family, allowing for land use for roads, canals. With promised irrigation, credit and technical assistance, predicted production for Nagua project set at 60,000 tons of rice annually, 50% of present consumption.

**FRANCE**—During first 11 months of 1964, production of passenger automobiles totaled 1,265,900 units, 9% drop from corresponding period 1963.

Construction of Carros-le-Neuf, new town for 10,000 inhabitants in Department of Alpes-Maritimes (principal city Nice), to begin this year. Prefect of Alpes-Maritimes foresees need for 10 such towns in Department through 1975 due to demographic, economic expansion of area.

**JAPAN**—Daishowa Paper Manufacturing Co. concludes long-term contract with U.S. Plywood Corp. calling for import of 125,000 cubic meters of conifer wood chips per year for seven years. This will account for 7.5% of annual supply of raw material required by Daishowa.

**KOREA**—Korea Tourist Service, quasi-government agency, dedicates new Bando-Chosun Arcade Shopping Center in Seoul. About 180 shops, other businesses to fill more than 45,000 sq. ft. of floor space in multi-level, semi-circular structure linking two major tourist hotels in Seoul. As dollar earner for Korea, arcade to make souvenir shopping easier for tourists; also will contain outlet at which resident foreign business community can obtain specially imported western style goods.

**MALAYSIA**—Singapore Tourist Promotion Board expands tourist services by establishing mobile tourist information center, publishing weekly bulletin. Board also arranged with large U.S. department store chain to market typical Malaysian products such as batik pewter.

**NETHERLANDS**—Chairman of Economic and Social Council predicts 8 to 9% hike in wages and 5% rise in retail prices during 1965.

More than 100,000 dwelling units completed in 1964, 27% increase over 1963.

Grain production for 1964 estimated at nearly 2 million metric tons, 10% above 1963.

Shares of Lehman Corp. and Continental Independent Telephone Corp., both of Wilmington, Del., recently listed on Amsterdam Stock Exchange.

**NORWAY**—Number of commercial banks in Norway reduced through mergers, from 101 in 1945 to 52 at beginning of year. In past two years, there have been 32 savings bank mergers.

Joint Tobacco Industry Office reports cigarette sales dropped 9% in 1964 from 1,403 to 1,280 million cigarettes. Tobacco consumption rose 2% from 3,458 tons in 1963 to 3,541 tons in 1964. Cigar sales increased from 41 to 59 million cigars during same period.

Norwegian Design Center, permanent show case in Oslo for Norwegian products, officially opened. Center set up by Export Council and Federation of Industries to promote good industrial design, stimulate buyer interest, both at home and abroad, in Norwegian-made goods. Displays to be changed every three months.

**UNITED KINGDOM**—Following eight months of stagnation, industrial production index rose two points each in Oct. and Nov., 1964; Dec. 1964 trade gap narrowed; spot sterling rate in dollars, which reached seven-year low in mid-Nov., 1964, of $2.78¼, recovered in Jan. to $2.79½. These improvements have brought press reports that Government would announce token reduction in 15% import surcharge in mid-spring.

**YUGOSLAVIA** — Representative of French aluminum concern Pechiney, visited Belgrade for discussions on possibility of Pechiney's participation in financing development of country's aluminum industry. Further discussions to take place this month.

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## the cover

The flow of patent applications between the United States and foreign countries is increasing rapidly. As shown in the diagram, U.S. filings in eight countries totaled more than 61,000 applications in 1963-64. Present trends indicate that the number of applications which will be filed throughout the world in 1970 will total some 650,000 cases. The projected increases for Japan, Germany, Canada and Sweden are shown in the smaller chart. Story starts on page 2. Details on worldwide patent law revision are discussed in an article starting on page 4.

# International Commerce

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February 22, 1965 — Volume 71, Number 8

### FEATURES

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**12 Chicago World Trade Conference to concentrate on everyday problems; Hawaii observances feature talks by government officials**

13 Western Europe buys more U.S. goods than any other area; France is one of the most rapidly expanding markets in that region, buying by the billions

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# Patent applications climb

## Expanding trade spurs filings at home, abroad; chief gain is in those of foreign origin

By HORACE B. FAY, JR.
*Assistant Commissioner of Patents*

The rapid expansion of world trade and the technological explosion of recent years have sent Americans abroad in increasing numbers to seek patent protection for their inventions.

FAY

The marketplace for U.S. products is no longer limited by the expanses of the oceans which border our country. We trade actively with a major portion of the world.

Foreign nations are similarly expanding and increasing their trade outlets. This growth of international commerce is reflected in the increased filing of patent applications throughout the world.

### Filings increase everywhere

The number of patent applications filed in the United States has increased steadily. In 1960, filings in the U.S. Patent Office totaled 79,721 applications. By 1963, the total reached 85,833, representing an increase of almost 6,000 in three years.

Statistics from patent offices throughout the world tell a similar story. Japanese filings have increased from 41,537 in 1959 to 71,790 in 1963. Filings in 1964 may have reached 90,000 and, if the present rate of increase prevails, the total may increase to 125,000 by 1970.

Filings in Sweden have increased from 12,384 in 1959 to 14,633 in 1963. Canadian filings are increasing at a rate of about 1,000 applications a year; French, at an average of 2,000; and German, 1,300.

Total filings throughout the world have increased from about 340,000 in 1951 to some 520,000 in 1963.

### More of foreign origin

The increase in filings around the world is principally the result of an increase in the number of foreign origin applications filed in each country rather than an increase in domestic origin applications. In most countries, the number of patent applications of domestic origin has remained substantially constant or experienced only a slight increase.

In Germany, for instance, the number of domestic origin applications totaled 36,513 in 1957 and remained about the same through 1963, when domestic filings totaled 36,108. On the other hand, the number of applications of foreign origin climbed from 16,489 in 1957 to 24,923 in 1963.

In the United States, the number of domestic origin applications has increased only 6% in the last four years, while the number of filings of foreign origin increased 24%.

Japan is the only major country where domestic origin patent applications have increased by a substantial amount.

In many countries, foreign origin applications represent the bulk of all the applications filed. In Canada, foreign filings in 1963 totaled 25,342 and made up 93% of all the applications filed. In Sweden, 71% of applications are of foreign origin; in the Netherlands, 73%.

The increase in the number of foreign origin applications filed around the world has a dramatic effect on the patent offices in such countries. The percentage increase in total filings in these countries is significantly higher than the increases in countries with large domestic filings. As a result, the patent offices least capable of carrying a growing burden of work have been hit the hardest.

### U.S. filings abroad

The United States has been a major contributor to the increase in the number of foreign origin applications filed in most countries. U.S. interests filed over 82,000 patent applications in foreign countries in 1963, and it is estimated that filings will top 90,000 in 1965. The 1963 filings represent a 43% increase over the 58,000 or so applications filed abroad in 1959.

Americans filed 17,525 applications in Canada alone in 1963. This represents 65% of the total Canadian applications and 70% of the foreign origin applications filed in Canada. U.S. interests filed

### Canada leads in U.S. filings abroad

| | 1959 | 1960 | 1961 | 1962 | 1963 | Average |
|---|---|---|---|---|---|---|
| At home | 63,302 | 63,090 | 66,335 | 66,096 | 66,715 | 65,232 |
| Abroad | | | | | | |
| Canada | 15,712 | 16,469 | 16,596 | 17,274 | 17,525 | 16,715 |
| Great Britain | 7,999 | 8,532 | 9,574 | 10,602 | 11,020 | 9,545 |
| Germany | 6,656 | 7,322 | 8,073 | 9,242 | 9,497 | 8,158 |
| France | 5,598 | 7,076 | 6,548 | 7,891 | 8,361 | 7,095 |
| Japan | 4,470 | 5,437 | 6,519 | 7,782 | 8,868 | 6,615 |
| Italy | 3,832 | 4,313 | (4,480) | (5,000) | (5,200) | 4,565 |
| Australia | 2,644 | 3,084 | 3,595 | 3,980 | 4,408 | 3,542 |
| Netherlands | 2,309 | 2,608 | 3,070 | 3,636 | 4,020 | 3,129 |
| Belgium | 2,171 | 2,400 | 2,846 | (3,000) | (3,200) | 2,723 |
| Sweden | 1,948 | 2,223 | 2,620 | 3,083 | 3,087 | 2,592 |
| Switzerland | 1,817 | 1,838 | 2,137 | 2,547 | 2,476 | 2,163 |
| India | 684 | 875 | 1,173 | 1,531 | (1,600) | 1,173 |
| Denmark | 724 | 725 | 947 | 1,116 | (1,200) | 942 |
| Austria | 593 | 763 | 890 | 921 | 962 | 826 |
| Norway | 581 | 627 | 749 | 912 | 953 | 764 |
| Total | 57,738 | 64,292 | 69,817 | 78,517 | 82,377 | 70,547 |

Note: Figures in parentheses are extrapolations. A few others are calculated from patent data.

11,020 applications in Great Britain, 9,497 in Germany, and 8,868 in Japan in 1963. In all of these countries, the United States was responsible for the filing of more applications than any other foreign country.

In every major country, the number of U.S. origin applications filed has increased substantially in recent years. U.S. origin applications filed in Japan and India doubled between 1959 and 1963. U.S. origin applications in Germany, Italy, France, Australia, the Netherlands, Sweden, Switzerland, Denmark, Austria, and Norway swelled by 30 to 50% or more in the same period.

Most of the applications filed by U.S. interests abroad are concentrated in the major foreign countries. For example, 42% of the U.S. filings abroad are in the Common Market countries, 28% are in Great Britain and Canada, 10% are in Japan, 5% in the four Scandinavian countries. The remaining 15% are scattered throughout the rest of the world.

However, as the smaller and lesser developed countries become heavier traders in international commerce and the importance of patent protection increases within these countries, the flow of patent applications between these countries and the major countries will increase.

## Germans top patent applications in U.S.

| | 1960 | 1961 | 1962 | 1963 | 1964 |
|---|---|---|---|---|---|
| By residents | 63,090 | 66,146 | 66,906 | 66,715 | 67,116 |
| By foreigners | | | | | |
| Germany | 4,332 | 4,175 | 4,608 | 4,635 | 4,983 |
| Great Britain | 3,725 | 3,739 | 3,755 | 3,871 | 4,241 |
| Japan | 874 | 1,082 | 1,281 | 1,943 | 2,147 |
| France | 1,626 | 1,774 | 1,831 | 1,874 | 2,084 |
| Canada | 1,327 | 1,646 | 1,641 | 1,574 | 1,595 |
| Switzerland | 1,141 | 1,248 | 1,304 | 1,243 | 1,341 |
| Sweden | 605 | 599 | 643 | 658 | 726 |
| Italy | 705 | 738 | 744 | 794 | 718 |
| Netherlands | 609 | 594 | 603 | 599 | 713 |
| USSR | 34 | 14 | 14 | 134 | 262 |
| Belgium | 270 | 216 | 271 | 260 | 250 |
| Austria | 187 | 184 | 202 | 206 | 195 |
| Australia | 154 | 144 | 191 | 204 | 194 |
| Denmark | 105 | 110 | 273 | 129 | 175 |
| Mexico | 132 | 125 | 164 | 225 | 136 |
| Czechoslovakia | 77 | 80 | 68 | 66 | 113 |
| South Africa | 79 | 106 | 89 | 108 | 95 |
| Norway | 65 | 59 | 75 | 92 | 90 |
| Others | 584 | 428 | 520 | 539 | 543 |
| Total foreign | 16,631 | 17,061 | 18,274 | 19,154 | 20,601 |
| % foreign | 20.7 | 20.5 | 21.5 | 22.3 | 23.5 |

## Foreign filings in U.S.

Foreigners filed 20,601 or 23.5% of the total applications filed in the United States during 1964. The principal contributors were Germany with 4,983 applications and Great Britain with 4,241. Following these were Japan, France, Canada, and Switzerland in this order. The number received from all of the top 18 countries increased between 1960 and 1964 and the increase was substantial in most instances.

Filings from Russia, while only 262 in 1964, have increased sharply in the last two years. The number of applications from Japan has also grown considerably in recent years.

## Backlog problems

The swelling number of patent applications being filed around the world has placed a heavy burden on the patent offices which examine the applications for novelty. The backlog of applications awaiting disposition is growing out of hand in many of these countries.

In the United States, some 220,000 applications are awaiting final disposition. Because of this backlog, it takes about three and one-half years from the date of filing to issue a patent to the applicant. It is important from the standpoint of the public that applications in this country issue as patents at an early date so that disclosures of inventions are available before the invention becomes outdated.

Early issue is important to the applicant and the assignee of the patent rights since the patent permits them to make a better determination of the value of their invention and to enforce the rights conveyed by the patent.

The backlog of applications in many of the foreign countries is higher yet. The Germans have about 225,000 applications pending with half as many examiners as in the United States.

The backlog in Japan at the end of 1963 totaled 158,000 patent applications and 188,000 utility model applications. It requires almost five years from the time of filing to receive a patent in Japan. The Japanese also have about half the number of examiners that the United States has. The U.S. Patent Office has almost 1,050 examiners.

The backlog in Sweden represents almost four years of work.

Because of the shortage of personnel and funds in most countries; the increasing complexity of the technology involved in patent applications and the increased volume of search material available, most examining countries cannot cope with increased filings and are facing a steadily worsening backlog situation.

The average patent application today is not the simple gadget of the past. Many applications are vastly more complex than they were even 10 years ago.

The volume of search material is fantastic. The U.S. Patent Office search files contain some 3,200,000 U.S. patents plus most of the foreign patents issued. They also contain a considerable amount of technical literature. In all, Patent Office files contain well over 12 million documents to be searched.

## Duplication of work

Many of the patent applications filed abroad are filed in more than one foreign country. It is common now for large corporations to file some applications in as many as 30 or 40 countries and in some instances in as many as 60 to 70 countries. Pharmaceutical companies frequently file in several countries.

Each of the applications which are filed in one of the some 28 examining

### the author

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countries undergoes an examination for novelty. In each case, a search of some kind is made to determine whether the invention described in the application is new.

Where an application is filed in a number of examining countries, much of the work performed in the examination of one country is duplicated in the other country or countries.

Because of the growing number of applications being filed throughout the world, the amount of duplication of work is becoming staggering. It is possible that of the over 82,000 applications filed by U.S. interests abroad only 22,000 inventions are involved. The remaining 60,000 applications would represent duplicates of these 22,000 filed in a number of different countries.

The number of foreign origin applications throughout the world totals some 260,000 cases or half the total applications filed. Since most foreign origin applications are duplicates of previously filed domestic applications, a large amount of duplication is involved in processing and printing patent applications and patents.

Much of this work might be eliminated through international cooperation. The U.S. Patent Office, for instance, would reduce its backlog considerably if new filings were reduced by the number of foreign origin cases filed. The Swedish and German Offices could easily cope with their workloads were it not for the burden of foreign origin applications.

If backlogs could be cut in examining countries, businessmen throughout the world could receive speedier protection for their inventions.

# Patent laws worldwide

## About 100 countries grant patents; U.S. firms can expect national treatment in about 90

By JOSEPH M. LIGHTMAN
and ROBERT Y. LEE
*Bureau of International Commerce*

**In response to the increasing number of requests from U.S. businessmen for information on safeguarding patent rights abroad, the Bureau of International Commerce (BIC) has prepared summaries of patent laws throughout the world. The summaries are listed by country at the end of this article.**

About 100 countries have a system for granting patents on inventions, processes or products. There are many variations, the most important of which involve exceptions to patentability for certain types of products. For example, special provisions frequently are applicable to food, medicinal and chemical products. Some countries grant patents both on manufacturing processes and the products themselves; others grant patents only for the processes.

Another important variation concerns the required degree of novelty. In general, an invention is not considered new in a country if it has been known or used before filing of the patent application. Most countries extend this test of novelty to publication, use or exhibition in any country of the world. Others apply this test only to such prior knowledge in their own countries.

Search and examination procedures also vary widely and some countries dispense with examination altogether except as to matters of form. Fee costs cover a wide range, with renewal fees common to most foreign systems.

U.S. inventors and businessmen can expect to receive national treatment—that is, treatment equal to that afforded local citizens—in the protection of their patent (and trademark) rights in about 90 countries with which the United States has concluded bilateral and multilateral agreements. The most important multilateral agreement is the International Convention for the Protection of Industrial Property (Paris Union) to which the United States and 64 other countries adhere.

In addition, the United States belongs to the Inter-American Convention of 1910 on Inventions, Patents, Designs and Models, together with 13 Latin American Countries.

There are also a number of bilateral agreements which the United States has concluded with certain countries involving the protection of patent (and trademark) rights.

### Working provision

Almost all foreign countries have a "working provision" in their patent laws specifying that the patent must be utilized within a certain period or be canceled. Alternatively, in many countries, a patent owner can be required to license his patent to anyone who requests permission to use it (compulsory licensing). The period before the working and compulsory licensing requirements can be invoked varies from one to five years from the date of application or the patent grant.

In a number of countries compulsory licensing without any grace period can be invoked, depending upon public interest needs as determined by the government. Compulsory licensing also may be invoked if needed to work another, dependent patent. In such cases, however, the dependent patentee may be obliged to make commensurate compensation or to grant reciprocal rights to the use of his invention.

The Paris Union Convention specifies a three-year period after the patent grant before a member country may invoke compulsory licensing. It also provides that no action to revoke or to cancel a patent can be taken before the expiration of two years after issuance of the first compulsory license.

The United States also is party to bilateral agreements with Germany, Greece, and Switzerland under which the latter countries will waive the working requirement for a patentee in their countries if he has a corresponding U.S. patent.

Another benefit which the Paris Union and the Inter-American Patent Convention provide concerns the 12-month "right of priority" period on patent applications. Under this feature, an applicant has 12 months, after filing his first patent application in a Convention country, in which to file a corresponding application in any other Convention country and receive the benefit therein of his first filing date.

The inventor is thus safeguarded in

these countries from possible unauthorized patent applications for his invention during the 12-month period. During this period, publicity is not considered detrimental to the novelty of the invention.

Several countries, such as the Republic of Korea and the Philippines, are not members of these Conventions but have reciprocal arrangements with the United States to provide a 12-month right of priority benefit to U.S. patent owners for filing patent applications.

The term of patent grants abroad ranges from five to 20 years. In some cases they may be five, 10, 15 and 20 years at the option of the patentee.

A number of countries, particularly in Latin America, provide a special kind of patent variously called "confirmation," "revalidation" and "importation" patents. These are issued for inventions already patented in another country. Their purpose is to permit an invention to be protected notwithstanding its prior publication elsewhere. Such patents usually are valid only for the duration of the foreign patents which serve as the basis for their issue.

## Inventor's certificate

Most European Soviet bloc countries issue inventor's certificates in addition to patents of invention. Under the certificate system, the State assumes ownership and exclusive use of an invention and provides the inventor with a reward based on its value to the State. This system is employed more extensively in the Soviet Union than in any other country.

The Commerce Department's Bureau of International Commerce has information on most of the patent laws of the world and can provide general guidance on patent protection and licensing practices for most countries. BIC is not in a position, however, to furnish detailed data such as filing fees and taxes, or to provide information on step-by-step procedures to be followed under local laws and regulations.

Those interested in protecting their industrial property rights abroad should secure the services of legal counsel for advice and assistance on the specific procedures to be followed in the countries in which they desire to do business.

BIC has summarized patent laws throughout the world as follows:

**AFRICAN AND MALAGASY UNION**—Member countries: Cameroon, Central African Republic, Chad, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Malagasy Republic, Mauritania, Niger, Senegal, and Upper Volta. Inquiries and applications should be directed to the Office Africain et Malagache de la Propriete Industrielle (OAMPI) located in Yaounde, Cameroon. Invention patents valid 20 years after application. Prior publicity anywhere prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible 3 years after grant or 4 years after application, whichever is later, if working inadequate or if working interrupted for any 3-year period. French patents granted prior to dates of independence of the various countries may receive protection if revalidated before Jan. 1, 1964.

**ALBANIA**—Invention patents valid 15 years; inventor's certificates also granted. Chemical manufacturing processes patentable, but not chemicals; medical and some biological inventions eligible only for certificates. Prior publication or use anywhere prejudicial. Novelty examination. Opposition period 3 months. No provision for working or compulsory licensing.

**ARGENTINA**—Invention patents valid up to 15 years after grant for important inventions; patents of importation good for up to 10 years. Pharmaceutical manufacturing processes patentable. Prior publication anywhere, or grant of foreign patent (except for Argentine import patents), or public use in Argentina prejudicial. Novelty examination. No opposition provision. Working required 2 years after grant, not to be interrupted for any 2-year period. No compulsory licensing provision. Importation or advertised offer of sale may constitute working.

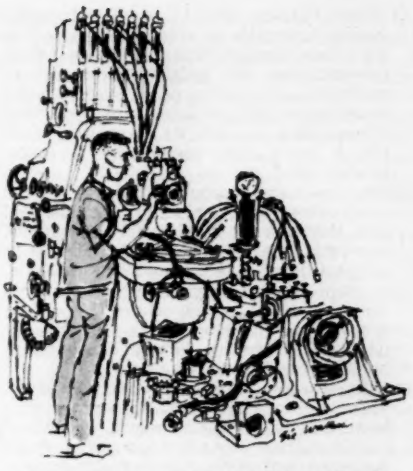
**AUSTRALIA**—Invention patents valid 16 years after application, renewable up to 10 years where inadequately remunerated; provisional protection available 1 year. "Mixed" medicines and processes unrelated to manufacture of a product unpatentable. Prior publication, public use, or disclosure in Australia prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked; revocation possible 2 years after first compulsory license. Patent registration should be marked on product.

**AUSTRIA**—Invention patents valid 18 years after publication. Medicinal and chemical manufacturing processes patentable. Prior published description anywhere, or use or exhibition in Austria prejudicial. Novelty examination. Opposition period 4 months. Compulsory licensing possible 3 years after grant if inadequately worked; revocation possible 2 years after compulsory license.

**BAHAMAS**—Both invention and confirmation patents valid 7 years, renewable twice for 7 years each time. Publication, public use, or public knowledge in the Bahamas prejudicial. No novelty examination. Opposition period 2 months. Compulsory licensing or revocation possible if inadequately worked. Product marking to show patent registration advisable.

**BELGIUM**—Invention patents valid 20 years after application; patents of importation valid up to 20 years. Patentable inventions must be industrially or commercially workable. Prior commercial use in Belgium, patent or publication anywhere prejudicial except for import patents. No novelty examination. No opposition provision. Working required 3 years after grant (1 year for countries not party to Paris Union) not to be interrupted for any 12-month period. No compulsory licensing provision.

**BOLIVIA**—Invention patents valid up to 15 years after grant, including renewals; patents of importation valid up to 15 years. Chemical and pharmaceutical manufacturing processes and industrial applications patentable. Prior knowledge, description, working, or nonpatent publication anywhere prejudicial. Novelty examination in some cases. Opposition period 15 days. Compulsory licensing possible 2 years after grant if inadequately worked or if working interrupted for any 1-year period. Importation or advertised offer to license may constitute working.



**BRAZIL**—Invention patents valid 15 years after grant. Medicinal and chemical manufacturing processes patentable. Prior public use or published description in Brazil, or patent or description anywhere 1 year or more prior to Brazilian application prejudicial. Compulsory licensing possible 2 years after grant if inadequately worked or if working interrupted for any 2-year period; revocation possible if not worked for any 3-year period. Importation does not constitute working.

**BRITISH GUIANA**—Invention patents valid 16 years after application. Chemical and medicinal manufacturing processes patentable. Recent publication, working, sale, or use in British Guiana prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing or revocation possible after 3 years if inadequately worked. Importation does not fulfill working requirement. Patent registration should be marked on product.

**BULGARIA**—Invention patents valid 15 years after application; law also provides for inventor's certificates. Chemical and medicinal manufacturing processes patentable. Some medical and biological inventions eligible only for certificates. Prior publication or public knowledge anywhere prejudicial. Novelty examination. Opposition period 1 year. No working provision.

**CANADA**—Patents valid 17 years after grant. Chemical manufacturing processes patentable. Prior knowledge, use, patent, or description anywhere, or public use or sale in Canada more than 2 years prior to Canadian application prejudicial; Canadian application must be filed either before grant of first foreign patent or within 12 months of first foreign application. Novelty examination. Opposition period not provided, but protest may be filed. Compulsory licensing may be ordered by Patent Commissioner 3 years after grant, and if licenses are insufficient, patent may be revoked. Importation does not constitute working. Patent registration should be marked on product.

**CEYLON**—Patents valid 14 years after application, renewable in exceptional cases 7 or 14 years; confirmation of British patent co-terminous with original. Prior use or publication in Ceylon prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing or revocation possible 3 years after application if inadequately worked.

**CHILE**—Invention patents valid up to 15 years after grant, including renewals, and also may serve to confirm foreign patents, in which case they are co-terminous with original. Prior public knowledge, use, sale, or publication (except in patent publication) anywhere, or importation into Chile prejudicial. No working or compulsory licensing provisions. Patent registration must be marked on product.

**CHINA (Taiwan)**—Invention patents valid 15 years after application; addition patents co-terminous with basic patent. Chemical manufacturing processes patentable. Prior foreign patent application over 1 year previous to application in China, or publication or public use in China prejudicial. Novelty examination. Opposition period 6 months. Compulsory licensing or revocation possible 3 years after grant if inadequately worked. Patent registration should be marked on product.

**COLOMBIA**—Invention and corresponding patents (issued before foreign patent) valid 10 years after grant, renewable twice for 5 years; confirmation patents (issued after foreign patent) co-terminous with basic patent. Prior public knowledge or publication in Colombia prejudicial for confirmation patents, anywhere for other patents. Novelty examination. Opposition period 30 working days. No working or compulsory licensing provisions.

**CONGO (Leopoldville)**—Invention patents valid 20 years after application. Prior patent or publication anywhere (except for import patents) or public use in the Congo prejudicial. No novelty examination. No opposition provision. No compulsory licensing or working provisions.

**COSTA RICA**—Invention patents valid 20 years after grant; confirmation patents co-terminous with basic patent up to 20 years. Prior public knowledge or use in Costa Rica prejudicial for confirmation patents, anywhere for other patents. Novelty examination. Opposition period 30 days. Working required 2 years after grant, not to be interrupted for any 3-year period; no compulsory licensing provision.

**CZECHOSLOVAKIA**—Invention and dependent patents valid 15 years after application. Chemical and medicinal manufacturing processes patentable; certain medical treatments and biological inventions eligible only for inventor's certificates. Prior public knowledge anywhere via publication, patent description, or display prejudicial. Novelty examination. Opposition period 2 months. No working requirement, but court may order use of patent in public interest.

**DENMARK**—Invention and dependent patents valid 17 years after application; addition patents co-terminous with basic patent. Chemical and some medicinal manufacturing processes and some specific-use chemicals patentable. Prior published description anywhere or public use in Denmark prejudicial. Novelty examination. Opposition period 8 weeks. Compulsory licensing possible 3 years after grant if inadequately worked. Revocation possible 2 years after first compulsory license. Patent registration should be marked on product.

**DOMINICAN REPUBLIC**—Invention and revalidation patents valid up to 15 years after grant, including renewals. Medicines and chemicals patentable if approved by Medical Board. Prior commercial working in the Dominican Republic prejudicial for revalidation patents, public knowledge anywhere prejudicial for other patents. No novelty examination. No opposition provision. Working required 5 years after application, not to be interrupted for any 3-year period. No compulsory licensing provision.

**ECUADOR**—Invention patents valid up to 12 years after grant, and may either stand independently or confirm certain foreign patents; patent protection may be restricted to a specified region or extend over entire country. Import patents valid up to 12 years, apply regionally or over whole country, depending upon invested capital. Prior existence or public knowledge in Ecuador prejudicial only for import patents, prior public use in Ecuador prejudicial for other patents. No novelty examination. Opposition period 90 days. Compulsory licensing possible for invention patents 2 years after grant if inadequately worked or if working interrupted for any 2-year period; import patents may lapse if use unduly delayed or if working interrupted for any 6-month period.

**FINLAND**—Invention patents valid 17 years after application. Chemical and medicinal manufacturing processes patentable. Prior publication in any form anywhere, including foreign corresponding patents, or public disclosure in Finland prejudicial. Novelty examination. Opposition period 60 days. Compulsory licensing or revocation possible 3 years after grant if inadequately worked, if working interrupted for any 2-year period, or if needed to work another patent. Importation not considered working.

**FRANCE**—Invention patents valid 20 years from filing date. Public knowledge anywhere, including publication of a corresponding patent in an official journal, prejudicial. No novelty examination or opposition proceeding. Compulsory licensing possible 3 years after grant if inadequately worked or if working discontinued for any 3-year period. Special legislation applies to patenting of pharmaceutical products.

**GERMANY, Federal Republic of**—Invention patents valid 18 years after application. Chemical and pharmaceutical manufacturing processes patentable. Recent prior public use in Germany or printed descriptions anywhere (including patent applications and registered utility models) prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible at any time; revocation possible 2 years after first compulsory license if inadequately worked. Patenting in the United States constitutes working in Germany.

**GREECE**—Patents valid 15 years after application. Chemicals and chemical and pharmaceutical manufacturing processes patentable. No novelty examination. No opposition provision. Revocation possible 3 years after grant if inadequately worked; compulsory licensing possible if needed to work another patent. Advertised offers of licensing may be considered working. Owners of corresponding U.S. patents exempted from working requirement.

**GUATEMALA**—Invention patents valid 15 years after grant; addition and revalidation patents co-terminous with basic patent up to 15 years. Inventions to be patentable must meet positive criteria listed in the patent law; prior public knowledge in Guatemala prejudicial for revalidation patents, anywhere for other patents. Novelty examination. Opposition may be filed any time prior to grant. Compulsory licensing possible 1 year after grant if inadequately worked or if working interrupted for any 3-month period; licensee must work license.

**HAITI**—Invention and revalidation patents valid up to 20 years after grant, including renewals; addition patents co-terminous with basic patent. Public use or publication anywhere more than 1 year prior to application prejudicial. No novelty examination. No opposition provision. No compulsory licensing or working provisions.

**HONDURAS**—Invention patents (for nationals) valid up to 20 years after grant; import and revalidation patents (for foreigners) granted for life of basic patent. Prior publication or use in Honduras prejudicial for import patents, anywhere for other patents. No novelty examination. Opposition period 90 days. If patent is not worked within 1 year after grant, patent lapses. Patent marking on product not compulsory, but necessary to maintain infringement actions.

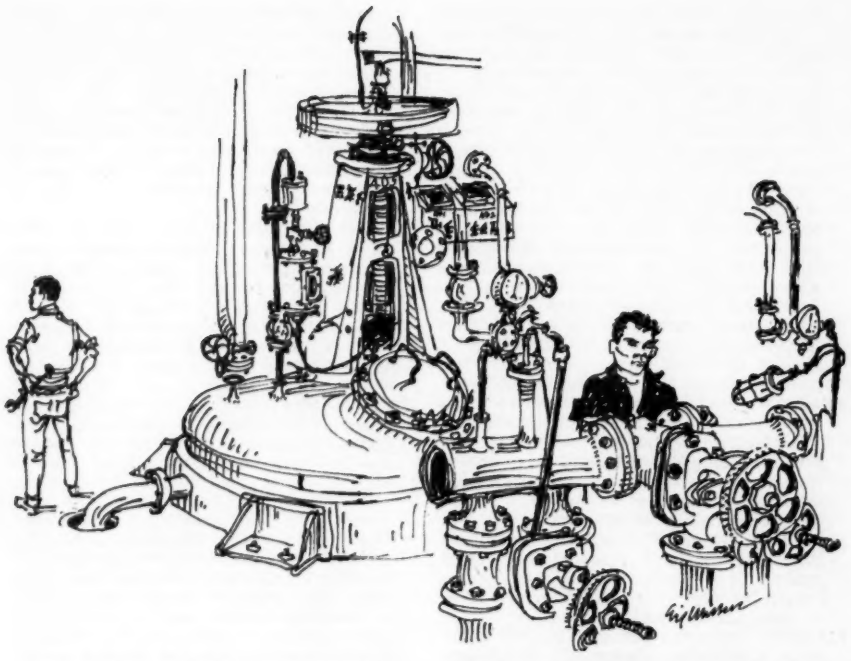
**HUNGARY**—Invention patents valid 20 years after application. Prior publication or public use anywhere prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after publication if inadequately worked; revocation possible 2 years after first compulsory license.

**ICELAND**—Invention patents valid 15 years after grant. Prior publication anywhere, including use or display in Iceland, prejudicial. Novelty examination. Opposition period 12 weeks. Compulsory licensing possible 5 years after grant if inadequately worked or 3 years after grant if needed to work another patent.

**INDIA**—Invention patents valid 16 years after application. To be patentable an invention must relate to a manner of new manufacture or improvement. Prior public knowledge or use in India prejudicial. Novelty examination. Opposition period 4 months. Compulsory licensing possible 3 years after grant for inadequate working and on other grounds; food, medical or chemical products subject to compulsory licensing at any time regardless of working. All patented articles must be marked with number and year of patent. Reciprocal priority rights granted on basis of applications filed in certain Commonwealth countries; not member of Paris Union.

**INDONESIA**—Pending passage of patent legislation, applications may be filed with the Indonesian Justice Department. Although applications will not be acted on until a patent law is passed, they will be given priority over later filings.

**IRAN**—Invention patents valid up to 20 years after application; addition, improvement, or import patents co-terminous with original. Pharmaceutical manufacturing processes patentable. Except for import patents, prior publication in official pubcations or journals anywhere, or use in Iran prejudicial. No novelty examination. Opposition period not specified. Revocation possible 5 years after grant if in-



adequately worked. No compulsory licensing provision.

**IRAQ**—Patents valid 15 years from date of application; foreigners not residing in the country may only apply for patents of importation. Novelty required, but not defined in law. No opposition provision. Revocation possible 2 years after application if inadequately worked or if imported; insufficient manufacturing facilities in Iraq an adequate defense provided offer of sale or license advertised.

**IRELAND**—Invention patents valid 16 years after application, exceptionally renewable up to 10 years when inadequately remunerated. Chemical and medicinal manufacturing processes patentable. Recent prior public use or knowledge in Ireland or Great Britain may be prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after grant if inadequately worked, at any time for foods and medicines; revocation possible 2 years after first compulsory license. Importation does not constitute working. Patent registration should be marked on product.

**ISRAEL**—Invention patents valid 16 years after application. Prior publication, use, or sale in Israel prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after grant if inadequately worked; revocation possible 2 years after first compulsory license. Nominal working does not fulfill working requirement.

**ITALY**—Invention patents valid 15 years after application. Pharmaceutical products and processes are not patentable, but legislation is pending to provide for patentability. Prior public knowledge anywhere prejudicial; prior patent application may constitute public knowledge. No novelty examination or opposition provisions. Revocation possible if inadequately worked 3 years after grant, or if working interrupted for any 3-year period. No compulsory licensing requirement. Exhibition may constitute working, but not importation.

**JAMAICA**—Invention patents valid 14 years after application, renewable 7 years; confirmation patents co-terminous with original. Prior publication or public use in Jamaica prejudicial. No novelty examination. No opposition provision. No working or compulsory licensing provisions.

**JAPAN**—Invention patents valid 15 years after grant or 20 years after application, whichever is longer. Articles of food and drink; medicines; substances manufactured by chemical process not patentable, but new processes are patentable. Publication anywhere or public knowledge or use in Japan prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after registration if inadequately worked or if needed to work another patent. Patent registration must be marked on product.

**JORDAN**—Invention patents valid 16 years after application. Prior publication, use, or sale in Jordan prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing or revocation possible 3 years after grant if inadequately worked.

**KOREA, Republic of**—Invention patents valid 12 years after grant or 15 years after application, whichever is less. Medicinal manufacturing processes patentable. Public knowledge or use in Korea, or publication anywhere prejudicial. Novelty examination. Opposition period 2 weeks. Compulsory licensing or cancellation possible 3 years after grant if inadequately worked or if working interrupted for any 3-year period. Patent registration must be marked on product. Not member, Paris Union, but 12-month priority right accorded U.S. applicants.

**KUWAIT**—Invention patents valid 15 years after application, renewable 5 years where inadequately remunerated. Special patent for medicines, pharmaceuticals, or foods valid 10 years. Chemical manufacturing processes patentable, but not all chemicals. Recent publication or use in Kuwait prejudicial. Novelty examination and opposition period unspecified. Compulsory licensing possible 3 years after grant if inadequately worked or if working interrupted for any 2-year period.

**LEBANON**—Invention patents valid 15 years after application. Prior publication anywhere prejudicial. No novelty examination. No opposition provision. Working required 2 years after grant; for nationals of Paris Union countries, however, allowance period is 3 years. No compulsory licensing provision. Direct offer to license one capable of working the invention may constitute working, but importation does not.

**LIBERIA**—Invention and addition patents valid 15 years after grant. Prior public knowledge, publication, or use in Liberia prejudicial. No specific exclusions from patentability. No novelty examination. No opposition provision. Working required 3 years after grant; unworked patent owned by alien falls into public domain.

**LIBYA**—Invention patents valid 15 years after application, renewable 5 years where important and inadequately remunerated. Processes for making foodstuffs, medicines or pharmaceutical preparations patentable for 10 years. Recent public use or publication in Libya prejudicial. No novelty examination. Opposition period 2 months.

**MEXICO**—Invention and improvement patents valid 15 years after application, 12 years if not commercially worked. Chemical processes patentable. Recent prior publication, patent, or working anywhere prejudicial. Novelty examination. No opposition provision. Compulsory licensing possible 3 years after application, if interrupted for any 6-month period, or if patent needed to work an improvement invention. Patentee must notify Patent Office of his working and obtain a certificate of working. Patent registration should be marked on product.

**MOROCCO**—Invention patents valid 20 years after application. Pharmaceutical processes patentable. Prior public knowledge anywhere prejudicial. No novelty examination. No opposition provision. Working required 3 years after grant for nationals of Paris Union countries, 3 years after application for others; working not to be interrupted for any 3-year period. Reasonable offer to license or sell may constitute working; importation may be prejudicial. No compulsory licensing provision.

**NETHERLANDS**—Invention patents valid 18 years from date of grant. Any invention or incentive improvement resulting in a product or a process of industrial use is patentable except chemical products and substances as such. Prior publication, public knowledge (including foreign patent applications), or use anywhere prejudicial. Novelty examination. Opposition period 4 months. Compulsory licensing possible 3 years after grant if inadequately worked; at any time if needed to work another patent. Patent registration should be marked on product.

**NEW ZEALAND**—Invention patents valid 16 years after application; renewable up to 10 years where inadequately remunerated. Recent prior publication in patent specification anywhere, or publication or use in New Zealand prejudicial. Novelty examination. Opposition period 3 months, with provision for opposition thereafter possible up to 12 months after grant on application. Compulsory licensing possible 3 years after grant. Revocation possible 2

years after first compulsory license. Importation does not constitute working. Patent registration should be marked on product.

**NICARAGUA**—New industry patents (for nationals only) and invention patents valid 10 years after grant; addition patents coterminous with basic patent. Public knowledge in Nicaragua prejudicial. Processes patentable, but not products. Novelty examination. Opposition period 30 days. Working required 1 year after grant, not to be interrupted for any 1-year period. Sworn affidavit and advertised offer of sale or license constitutes working. No compulsory licensing provision. Patent registration should be marked on product.

**NORWAY**—Invention patents valid 17 years after application. Medicinal and chemical manufacturing processes patentable, but not chemicals and medicines. Prior publication anywhere, and use or exhibition in Norway prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after grant if inadequately worked, if working interrupted or if needed to work another patent.

**PAKISTAN**—Invention patents valid 16 years after application, renewable up to 10 years where inadequately remunerated. Chemical manufacturing processes patentable. Prior public knowledge or use in Pakistan prejudicial. Novelty examination. Opposition period 4 months. Compulsory licensing or revocation possible 4 years if inadequately worked. Working outside Pakistan prejudicial. Patent registration should be marked on product. Not member of Paris Union, but reciprocal priority rights granted to applications filed in certain Commonwealth countries.

**PANAMA**—Invention patents valid up to 20 years, can also confirm foreign patents for unexpired term up to 15 years. Prior public knowledge in Panama prejudicial. No novelty examination. Opposition period 90 days. Patents may lapse if not worked when one-third of term has passed; working not required for foreign patentees or confirmed patents. No compulsory licensing provision.

**PARAGUAY**—Invention patents valid 15 years after application; confirmation patents coterminous with basic patent up to 15 years. Pharmaceuticals and nonindustrial inventions nonpatentable. Publication of foreign patent 1 year prior to Paraguayan application, or prior working or public disclosure in Paraguay prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible if not worked for any 3-year period.

**PERU**—Invention patents valid 10 years after application, renewable 5 years if worked; confirmation patents co-terminous with basic patent up to 10 years. Prior publication anywhere, except official patent publication, prejudicial. Opposition period 30 days. No novelty examination. If invention unworked after 3 years patent lapses unless patentee advertises his willingness to grant licenses.

**PHILIPPINES**—Patents valid 17 years after grant. Prior patent or published description anywhere, or use or sale in the Philippines 1 year before application prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible 3 years after grant if patent not worked on a commercial scale, or if it relates to food or medicine or the article is necessary for public health or safety. Patent registration must be marked on product; otherwise damages for infringement cannot be recovered. Although not member of Paris Union, the Philippines grants 12-month priority right to nationals of foreign countries affording similar privileges to Philippine citizens; the United States is recognized as affording such reciprocity.

**POLAND**—Invention and dependent patents valid 15 years after application. Inventor's certificates provided for in law. Chemical and medicinal manufacturing processes patentable, but not medicines and chemicals. Prior publication anywhere or use or display in Poland prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked or if needed to work another invention. Importation does not constitute working.

**PORTUGAL**—Invention patents valid 15 years after grant. Chemical and pharmaceutical manufacturing processes patentable, but not chemicals, pharmaceuticals, or inventions not industrially workable. Prior publication anywhere or public use in Portugal prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked, if working interrupted for any 3-year period, or if needed to work another patent.

**RUMANIA**—Invention patents valid 15 years after application. Inventor's certificates provided for in law. Pharmaceutical processes patentable. Prior use or working in Rumania, or publication or patent anywhere prejudicial. No novelty provisions. No opposition provision. Working required 4 years after application, not to be interrupted for any 2-year period. No compulsory licensing provision.

**SALVADOR**—Invention patents valid up to 15 years after grant, renewable 5 years in exceptional cases. Prior publication (except in foreign patent documents) or public use anywhere prejudicial. No novelty examination. Opposition period 90 days. No working or compulsory licensing provision, but nonworking may constitute grounds for expropriation of patent. Patent markings on products are compulsory.

**SOUTH AFRICA**—Patents valid 16 years after application; renewable up to 10 years where inadequately remunerated. Prior public knowledge, use, or working in South Africa, or recent publication anywhere may be prejudicial. No novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant or 4 years after application, whichever is later, if inadequately worked, if needed to work another patent, or for foods, plants, or medicines; no revocation for nonworking. Importation does not constitute working; nominal working every second year advisable. Patent registration should be marked on product.

**SPAIN**—Invention patents valid 20 years after grant. Patents of importation valid 10 years and confer right to manufacture in Spain but do not prevent products manufactured abroad from being imported, sold, or used in Spain. They are limited to original foreign patentee for first year after grant of original patent, but are open to any applicant thereafter.

Manufacturing processes and apparatus are patentable, but not products or inventions not industrially workable; invention patents must also meet certain positive criteria. Recent public knowledge or working in Spain prejudicial for import patents, anywhere for other patents. No novelty examination. No opposition provision.

Except for import patents, compulsory licensing required 3 years after grant in lieu of proof of working, with 1 year extension if production facilities established; revocation possible if working interrupted 1 year and a day, or if patentee unwilling to grant license. Working of addition patent constitutes working of basic patent.

**SWEDEN**—Invention patents valid 17 years after application. Special manufacturing processes patentable, food products or chemical compounds. Prior publication or public use anywhere prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after grant if inadequately worked. No revocation provision.

**SWITZERLAND**—Invention patents valid 18 years after application. Chemicals, medicines, nonchemical medicinal manufacturing processes, and inventions not industrially workable are nonpatentable. Prior public knowledge in Switzerland or published disclosure anywhere prejudicial. Textile and watch inventions subject to novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked or if needed to work another patent; revocation possible 2 years after first compulsory license (immediately in some cases). Patenting in United States satisfies working requirement.

**SYRIA**—Invention patents valid 15 years after application. Pharmaceutical compounds nonpatentable. Prior public knowledge anywhere prejudicial. No novelty examination. No opposition provisions. Working required 2 years after grant. No compulsory licensing provision.

**TRINIDAD and TOBAGO**—Invention patents valid 14 years after grant. Prior public use in Trinidad or Tobago prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible.

**TUNISIA**—Invention patents valid up to 20 years after application; patents of importation granted. Manufacturing processes patentable, but not food or drug products. Prior publication, public knowledge, or public use anywhere prejudicial. No novelty examination. Opposition period 2 months. Working required 3 years after grant (2 years for non-Paris Union nationals), not to be interrupted for any 2-year period. Direct offers and advertisements may constitute working, but excessive importation prejudicial. No compulsory licensing provision.

**TURKEY**—Patents valid up to 15 years after application; patents of importation granted. Pharmaceutical compounds and processes nonpatentable. Prior publication anywhere prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible 3 years after grant if inadequately worked or if working interrupted for any 2-year period.

**USSR**—Soviet law provides for granting of either patents or inventor's certificates for new inventions. Patents are granted of 15 years duration; inventor's certificates have unlimited duration. Full examination is made for novelty and usefulness, based on prior Soviet and foreign patents and publications and prior Soviet inventor's certificates. No opposition provision, but annulment always possible. No working provision. Compulsory licensing possible. Not member of Paris Union.

**UNITED ARAB REPUBLIC**—Invention patents valid 15 years after application, renewable 5 years; food and drug process patents valid 10 years. Recent public use or publication in Egypt prejudicial. No novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after grant if inadequately worked, if working interrupted for any 2-year period, or if needed to work another invention. Revocation possible 2 years after first compulsory license.

**UNITED KINGDOM**—Invention patents valid 16 years after application, renewable 5 or 10 years where inadequately remunerated. Substances of food or medicine which are mixtures of known ingredients nonpatentable. Prior public disclosure in United Kingdom prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked; revocation possible 2 years after first compulsory license.

Certain newly independent members of the British Commonwealth are in process of developing and promulgating their own national patent codes. In the meantime, they continue to use pre-independence procedures and facilities in providing patent protection within their respective territories. The countries include Cyprus, Ghana, Kenya, Malaysia (formerly Malaya, Singapore, Sarawak, and British North Borneo), Nigeria, Sierra Leone, Somali-Republic (Northern Region), Tanzania, Uganda, and Zambia. In addition Hong Kong conforms to these regulations with certain exceptions. Generally speaking, in these countries the only patent protection available is by means of the registration of a United Kingdom patent which must take place within 3 years of the original British grant.

**URUGUAY**—Invention and related improvement patents valid 15 years after grant; revalidated foreign patents (available within 3 years of original patent) and related improvement patents valid for 15 years after original patent grant. Pharmaceutical and chemical manufacturing processes patentable. Prior public knowledge anywhere prejudicial. Novelty examination. Opposition period 20 days. Compulsory licensing possible 3 years after grant if inadequately worked, if working interrupted for any 3-year period or if needed to work another patent. Importation or nominal working does not constitute working.

**VENEZUELA**—Invention and improvement patents valid up to 10 years after grant; revalidation patents (based on prior foreign filing) co-terminous with basic patent up to 10 years; patents of introduction are also granted for a 5-year term, but do not protect against imports. Chemical manufacturing processes patentable, but not chemical products. Prior public knowledge in Venezuela prejudicial for introduction and revalidation patents; publication in Venezuela or public knowledge anywhere prejudicial for invention and addition patents. Novelty examination. Opposition period 60 days. Revocation possible 2 years after grant if inadequately worked or if working interrupted for any 2-year period (1 year for original 5-year terms).

Exploitation in Venezuela in lieu of manufacture constitutes working for invention, improvement, and revalidation patents. No compulsory licensing provision. Patent registration must be marked on product. Not member of Paris Union, but 1-year priority rights for revalidation patents accorded foreign patents.

**VIET-NAM, SOUTH**—Invention patents valid up to 20 years after application; addition and confirmation patents co-terminous with basic patent. Medicinal manufacturing processes patentable. Prior public knowledge anywhere prejudicial. No novelty examination. No opposition provision. No working or compulsory licensing provision but imports are prejudicial to patent. French patents in force prior to April 26, 1952, protected if being worked.

**YUGOSLAVIA**—Patents valid 15 years after publication. Publication or description anywhere, or sale, use, or display in Yugoslavia prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked, if working interrupted for any 3-year period, or if needed to work another patent. Revocation possible 2 years after first compulsory license. Nominal working advisable; direct offers or advertisements may suffice.

## Cost of living increase, record trade deficit cloud rapid Yugoslav growth rate

Final figures for 1964 indicate continued rapid growth in the Yugoslav economy. Overall industrial production increased by 16%, but was accompanied by a rapid increase in the cost of living (December 1964 was 17% above December 1963) and a record foreign trade deficit of $415 million.

While it is too soon to assess the effects of the measures Yugoslavia has taken to correct the imbalance, December was a fairly successful month for Yugoslav foreign trade. Exports of $104 million were up 25% over December 1963, while imports of $110 million amounted to an increase of only 14.9%. The 1965 draft social plan calls for an increase of 2.5% in imports and 12.2% in exports, as well as a cutback of about 4% in investments, compared with the 1964 plan.

## Swiss tighten restrictions on entry of foreign workers

Admission of foreign workers into Switzerland has been further limited by a Swiss Federal Council decree which went into effect Feb. 15.

The decree states that no foreigner coming into Switzerland for the purpose of employment will be admitted unless he has received assurance of a residence permit from the appropriate cantonal authorities.

Such residence permits will not be issued to foreigners who may manage to enter the country in violation of this requirement.

# British department stores will promote U.S. consumer goods

### Outlets in 10 cities in England, Scotland to take part in May event

One of Britain's top department-store organizations is preparing to launch a "Shop America" campaign which has been described as the most concentrated promotion of imported consumer goods in the annals of British retailing.

The campaign, featuring U.S. merchandise in "natural surroundings," will be staged May 4-15 by the Selfridge-Lewis group in stores in 10 cities in England and Scotland.

It will be the fourth such event by a major European department-store chain this year. One recently concluded in Belgium, another is in progress in Switzerland and a third will be held in Germany next month.

The Selfridge-Lewis campaign will be conducted in stores in London, Liverpool, Manchester, Birmingham, Glasgow, Leeds, Hanley, Leicester, Bristol and Blackpool. It will feature such U.S. merchandise as foodstuffs, furniture, textile products, leather goods, giftware, glassware, jewelry, linens and floor coverings.

### In the window

The "natural surroundings" will be created in store window displays. As an example, Early American furniture will be shown in a design suggesting Mt. Vernon. Menus in store restaurants will list favorite U.S. foods. The American eagle will serve as the "Shop America" symbol.

"The Selfridge-Lewis display should have substantial influence in increasing British acceptance of U.S. consumer goods," Harold E. Hall, counselor for commercial affairs in the U.S. Embassy in London, said.

"Millions of Britons in 10 major cities will be exposed to the 'Shop America' two-week display in the greatest single concentration engaged in by British retail outlets on the sale of foreign consumer products."

Selfridge-Lewis planned the campaign with the co-operation of the Bureau of International Commerce and the Embassy in London, and with the assistance of the stores' U.S. resident buyer, Kirby, Block & Co., New York.

# Big wheel in world trade

## Eli Bridge Co. of Jacksonville, Ill., makes no bridges but spans the globe anyway

Many are said to be big wheels in world trade, but some are merely pretenders.

The one pictured here is genuine.

Of all U.S. wheels, it probably is seen more often and recognized more quickly in more corners of the world than any listed in "Who's Who in Commerce and Industry."

It is today's version of the wheel George Washington Gale Ferris of Pittsburgh invented for the World's Columbian Exposition held in Chicago in 1893.

### Still spinning

The Ferris wheel was one of the great successes of the exposition. Seventy-two years later, modernized and modified, it is turning for fun-seekers on six continents—and spinning a story of an unusual export for the Eli Bridge Co. of Jacksonville, Ill.

This week, one of Eli's biggest "Big Eli" wheels (catalogue No. 16, standing 55 feet 2¾ inches) is en route to an amusement park in Baghdad, Iraq, in an assortment of 47 crates, boxes and bundles. The shipment represents $22,000 worth of business.

Last year, the company closed books on an export sale that also was the largest single sale and shipment to one customer in Eli's history. It consisted of three Ferris wheels and a "Scrambler" (a kind of spinning wheel-eggbeater combination that revolves horizontally) for an amusement park in Mexico City.

In 65 years of business, the company has sold and shipped to customers in Canada, Argentina, Chile, Colombia, Ecuador, Uruguay, Venezuela, England, Spain, South Africa, India, the Philippines, Australia and New Zealand.

Yet Eli is "just beginning to scratch the surface" of the export market and is "trying to expand," according to sales manager Robert L. Garner.

Eli has a payroll of about 50 persons, sells Ferris wheels ranging in price from $11,000 to $23,000. It takes about 30 days to build one Ferris wheel, Garner said.

"We build a number at a time and sell from finished stock," he added. "We sell them just like you'd buy a can of beans from the grocery."

Each wheel comes complete with gasoline or electric power unit to run it; a boxoffice building; loading ramp, and crates, boxes, rope, tackle blocks and tools needed to erect, run, dismantle and transport it. Wheels are set up and tested at the plant before shipment.

Eli has no overseas agents. All marketing is from the Jacksonville plant.

Some foreign customers learn about the company through commercial attaches in U.S. embassies, Garner said. Others visit U.S. amusement parks, ask park owners about manufacturers of rides they like. Occasionally, Eli meets prospective foreign customers at the International Association of Amusement Parks annual post-Thanksgiving convention in Chicago.

"Our Baghdad purchaser, Amusement Town Co., indicated they received our name and address from the U.S. commercial officer in Baghdad," Garner said.

"They first contacted us by mail—in English—in December 1963. About a year elapsed from the date of the first enquiry to date of the order.

"The delay is understandable. The duty the customer must pay to get equipment of this type into his country is usually very high. This is enough to warrant additional thought on the part of the potential purchaser.

"On this particular shipment, they wrote us that the duty was about 40%. They placed their order with us direct, payable in U.S. currency by confirmed letter of credit placed with a bank in New York City."

### South of the border

Last year's Mexican sale involved the Government of Mexico, which was planning a park in Mexico City, Garner said.

Negotiations began in September 1963, when two government representatives visited the Eli plant after touring U.S. amusement parks. Subsequent correspondence—and eventually the record-breaking order—were in Spanish, in which the Ferris wheel became a "Rueda de la Fortuna."

The three Ferris wheels and the "Scrambler" were loaded and blocked into two 50-foot railroad cars at the Eli plant, and were shipped to Mexico City the following Jan. 27, three days ahead of schedule.

Eli Bridge Co. has been building and selling Ferris wheels since 1900. Garner isn't certain the firm ever built a bridge. His explanation:

The founder saw a future for Ferris wheels. The stockholders were not so enthusiastic. Ferris wheels were a fad. They didn't want the embarrassment of having to change the company name.

"They might have built a bridge or two to span a creek in this area, but that's certainly all," Garner said.

FREE RIDE ON FERRIS WHEEL is fringe benefit for employees of Midwestern manufacturer of amusement park rides. Ferris wheel now en route to Baghdad was set up and tested like these at company plant.

# Adverse balance of payments was worse in 4th quarter, says OBE

## Omitting transitory factors, deficit still exceeds third quarter's; increase seen mainly in capital outflows

Various factors, some of them transitory, contributed to a worsening of the balance of payments in the fourth quarter of last year.

Omitting the transitory factors, the balance was still more adverse than in the preceding quarter, but the difference was considerably smaller, according to a preliminary report of the Commerce Department's Office of Business Economics.

Official reserve assets increased by $151 million in the fourth quarter of 1964. The monetary gold stock declined by $172 million, convertible currency holdings rose by $205 million and the gold tranche position in the International Monetary Fund by $118 million. While the rise in convertible currency holdings and in the IMF position reflects credits obtained by the United Kingdom from the United States and the IMF during the recent sterling crisis, these transactions also resulted in an increase in foreign dollar holdings which constitute liquid liabilities of the United States.

Liquid liabilities of the United States increased in the third quarter by $1,493 million, including $50 million of medium-term nonmarketable convertible Government securities.

### Seasonally adjusted balance

The overall balance, as measured by changes in official reserve assets and in liquid liabilities, was adverse by $1,342 million. With seasonal movements in the various types of foreign transactions adding slightly to our net payments, the seasonally adjusted balance in the fourth quarter was approximately $1,320 million. This compares with a seasonally adjusted balance of about $675 million (revised) in the third quarter.

Special Government transactions in the fourth quarter included net advances by foreign governments on military contracts of about $100 million. (The figure is still tentative.) There was also a $30 million sale of nonconvertible medium-term Government securities.

The seasonally adjusted balance on "regular" types of transactions in the fourth quarter thus was about $1,445 million, compared with $680 million in the third quarter.

Based on figures available at this time it seems that the rise in the adverse balance from the third to the fourth quarters was mainly in capital outflows.

After seasonal adjustment, the increase in new issues of foreign securities was about $420 million, in bank loans with a maturity of 1 year or more about $85 million, and in short-term bank loans and other short-term assets reported by banks for their customers by $270 million. Allowing for about $120 million which was offset in other long-term capital transactions, the net outflow of capital through these types of transactions from the third quarter rose by about $660 million.

Another factor contributing to the increase in the balance was the interruption in the annual interest and amortization receipts of $138 million on the British loan.

### Exports increase

Among the favorable developments in the fourth quarter was a $250 million increase in exports (excluding military equipment sold by the Department of Defense), but this was in part offset by a $170 million rise in imports. The export rise may have been influenced by a speed-up in anticipation of the shipping strike, and may have included larger shipments under foreign aid programs.

Some of the fourth quarter transactions were clearly of a transitory nature. Most important was the large amount of purchases of newly issued foreign securities, mostly Canadian. Many of these issues had been postponed pending enactment of the Interest Equalization Tax in September.

The outflow of short-term funds reported by banks for the fourth quarter usually includes temporary loans or other claims which are repatriated early in the following year. At the end of 1964, these movements may have been somewhat higher than in previous years, and their effect may not have been eliminated completely by the usual seasonal adjustment. Postponement of the payment on the British loan may also be considered to be a temporary development. These items add to about $400 to $450 million.

The more temporary transactions which were favorable may have been close to $100 million, taking into account some extraordinary exports and a $45 million purchase of special nonconvertible time deposit certificates by a foreign country. On the basis of the partial figures now available, the temporary part of our foreign transaction may account for net payments of $300 to $350 million.

Adjusting for these temporary transactions and the "special" government transactions indicated earlier, the overall balance for the fourth quarter was about $1,100 million, still a deterioration from the previous quarter but by a much smaller amount than the original figures would suggest.

### For full year

For the year 1964, the overall balance was adverse by about $2,760 million, slightly more than in 1963. In 1963 the United States had the benefit of large receipts from "special" Government transactions, which were considerably less important in 1964. Omitting these, the balance on other or "regular" transactions was close to $3 billion in 1964, about $260 million better than in the earlier year.

From figures now available it appears that exports have risen by about $3.1 billion, while imports increased by $1.5 billion. The improvement in the trade balance was therefore $1.6 billion.

This gain was to a large extent offset by a rise in capital outflows. While purchases of newly issued foreign securities—largely as a result of the Interest Equalization Tax—declined from 1963 by about $200 million, the net outflow of funds through long-term bank loans (omitting takeovers by banks of previously outstanding commercial and Export-Import Bank loans) increased by about $400 million, and through short-term bank loans and claims reported by banks for their customers by about $800 million.

Changes in the transactions on outstanding domestic and foreign securities had an adverse effect of $170 million on the overall balance.

The net effect of these capital transactions was an increase from 1963 to 1964 in net payments by about $1.2 billion. In addition, receipts of $138 million on the British loan were postponed.

More complete data and analysis will be published in the March issue of OBE's monthly *Survey of Current Business*, available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at an annual subscription price of $6, including weekly supplements; single copy, 45 cents.

# March 1-2 conference to highlight Midwest's leadership role, bright future in international commerce

## Twenty-eighth Chicago World Trade Conference will confront everyday problems and techniques of worldwide marketing

With the emphasis on practical talks and open-forum discussions, the 28th Chicago World Trade Conference will offer two full days of global-trade deliberations March 1 and 2 in the city's La Salle Hotel.

Sponsored by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago, this annual event increasingly mirrors the Midwest's emergence as a major center of international commerce.

As conference preparations neared their climax, Thomas H. Coulter, convention co-chairman and chief executive officer of the Chicago Association of Commerce and Industry, observed:

"The work volume of the Association's World Trade Division indicates the rise of local interest in international trade. Since 1959, the opening of the St. Lawrence Seaway, the Division's activities have grown tremendously. In 1959 the Division received 9,600 requests from businessmen seeking information on world trade. At the end of 1964 these requests had risen to over 25,500, representing mail requests and inquiries, in-person visits and telephone requests.

"In 1959 O'Hare International Airport was largely international in name. In 1963, 127,984 arrivals by air from foreign countries gained entry and passed through customs and immigration at O'Hare Field. This was an increase of almost 50% over the previous year, compared to 22% for the nation as a whole.

"The figure for O'Hare jumped another 25.7% in 1964—to 161,000—indicating that almost one out of every six foreign visitors who came to the United States by air went through customs and immigration at O'Hare Field.

### Strategic position

"Chicago's transportation facilities by rail, truck, water and air have projected it into a new strategic position as an international trade crossroads that holds bright promise for the future. If the number of American manufacturers doing some export business could be doubled, unemployment in our country might well disappear."

The first general session of the conference will focus on international marketing of industrial and consumer products, with afternoon workshops devoted to both of these subjects as well as financing of international trade, and imports and customs problems.

The second general session will deal with overseas manufacturing, licensing and joint ventures, taxation and legal aspects of overseas trade and investment, and penetration of international markets by small business. Each of these topics will undergo separate scrutiny at the afternoon workshops.

Speakers and discussion leaders will include Paul Dietz, commercial vice president, Allis Chalmers Manufacturing Co.; Donald J. Martin, vice president, J. Walter Thompson Co.; Roger E. Anderson, vice president, Continental Illinois National Bank & Trust Co. of Chicago; James H. Goss, international vice president, General Electric Co.; Alexander Gundermann, import merchandise manager, Marshall Field & Co.; Louis Putze, president, Controls Co. of America; Gordon J. Nicholson, partner, Arthur Andersen & Co., and Thomas H. Miner, president, Thomas H. Miner & Associates, Inc.

## Conference in Louisville to be keynoted by BIC head

"Penetration of World Markets by Small Business" will top the agenda at the March 3 World Trade Seminar in Louisville, Ky., sponsored by the Kentuckiana World Commerce Council, the Kentucky Department of Commerce and the Louisville Chamber of Commerce.

Eugene M. Braderman, director of the Bureau of International Commerce, U.S. Department of Commerce, will be the keynote speaker.

Films, an open forum and a question-and-answer period will be among highlights of the meeting, to be held in the Sheraton Hotel.

Other subjects to be covered are "New Avenues for Profits," "Pitfalls in World Trade," "Survey of Latin American Markets" and "Developing Markets.'

# Luncheon speakers hail major gains in Hawaii industry

## Week-long observances launched with addresses by Martin, Foley

The lapping of the waves and the throbbing hum of industrialization are combining to transform Hawaii into an international trading headquarters benefitting the entire U.S. economy, luncheon guests in Honolulu's Princess Kaiulani Hotel were told on the opening day of Hawaii Industrial Week, Feb. 15-20.

Clarence D. Martin, Jr., Under Secretary for Transportation, U.S. Department of Commerce, hailed the "once isolated island-state" as today's commercial jewel of the Pacific, standing at the crossroads of trade with growing Far Eastern markets and "shrinking the wide blue water between the mainland and Hawaii to the width of a river."

Establishment of a Foreign Trade Zone in Hawaii (see p. 22 of this issue) is a significant step in the transformation, Martin said. Among major current advances he also cited:

► Gains in agricultural technology, providing an expanding base for the sugar and pineapple industries.

► A developing science complex of university and other research facilities, including Coast & Geodetic Survey and Weather Bureau installations, whose discoveries "will lead to profitable new enterprises."

► Containerization improvements in transportation, such as those instituted by the Matson Line.

► Proposals for building a "barge" ship or high-seas vessel on or off which barges could be floated for loading or unloading, saving time and money now expended in intricate port operations.

► President Johnson's move for development of a "Leviathan of the air" for military transport, which would probably be followed by a commercial counterpart that could carry as many as 700 passengers to Honolulu at 550 miles an hour.

► Stepped-up activities of the U.S.

Travel Service, promoting travel to Hawaii from Asia (the influx from Japan alone rose by 8,000 in 1964), Australia, Europe and South America.

► The island's East-West Center, serving as a focal point for hopeful cultural and technical exchanges.

Hawaiian activities along these lines, Martin observed, made an important contribution to the estimated $3.8 billion worth of U.S. 1964 exports to the Far East—amounting to one-sixth of all U.S. sales abroad.

In Hawaii itself, he continued, industrial progress contributed to 1964 gains in personal income, new construction and retail sales which compared favorably with those in other parts of the United States, accompanied by a drop in unemployment below the 1963 level.

Eugene P. Foley, administrator of the Small Business Administration (SBA), addressed the same luncheon gathering, describing SBA programs for helping the island to further diversify and modernize its industry, expand its foreign trade and move into domestic markets now dominated by imports.

## Cooperating groups offer two courses at Long Island U.

A seven-week course in Planning and Organizing for International Trade will begin March 2 at Metcalf Hall, Long Island University, New York, to be followed by a nine-week course in International Business Marketing and Management, Principles and Practice, beginning April 7.

The Planning and organizing course will meet on Tuesday evenings from 6:20 to 8:20 and the Marketing-Management course during the same hours on Wednesday evenings. All classes will be held in Metcalf Hall, 385 Flatbush Avenue Extension, Brooklyn—10 minutes from Wall Street.

Both courses in the university's World Trade Program will be given by Philip H. Snyder, education committee chairman for the New York Regional Export Expansion Council. They are offered in cooperation with REEC, the New York field office of the U.S. Department of Commerce, and the Small Business Administration.

**Write:** Special Programs Division, Long Island University, Zeckendorf Campus, Brooklyn, N.Y. 11201. Telephone: (212) ULster 2-9107.

FRANCE

# Buys by the billion

### French imports skyrocket, with U.S. sales at all-time pinnacle

By THOMAS E. DRUMM, JR.

*Counselor for Commercial Affairs*
*U.S. Embassy, Paris*

While the United States succeeded in increasing its world-wide exports of goods by 13% in 1964, Western Europe is the sector in which U.S. goods have found greatest acceptance and in which there has been greatest growth. Within Western Europe, France is one of the richest and most rapidly expanding markets.

DRUMM

U.S. exports to France in the first 11 months of 1964 increased by 27.4%, or more than twice the overall rate of increase. The French market is essentially open, and quantitative restrictions on practically all manufactured products have been removed.

Ten years ago (1954) French imports from all sources amounted to $4,348.8 million. Exports of U.S. products to France amounted to $381.6 million (c.i.f.).

Five years ago (1959) total French imports had risen to $5,094 million. U.S. exports to France amounted to $428.4 million (c.i.f.).

In the first 11 months of 1964 French imports reached a high of $9,133.1 million, culminating an uninterrupted upward trend throughout the decade. U.S. exports to France also reached an all-time high of $1,034.1 million.

The average annual value of U.S. exports to France for the previous 10 years has been $650 million. (c.i.f.).

After West Germany, the U.S. is the most important single supplier to the French market.

An analysis of the upsurge of U.S. exports to the French market in the past three years shows that it is not the result of one-time "big-ticket" sales, but a general across-the-product-board increase. The July 1964 "U.S. Share of the French Market" study prepared by the Embassy shows that of 99 categories under the Brussels Nomenclature, U.S. exports to France increased in 80. There were decreases in 19, most of them minor.

The most significant increases have included machinery and appliances, power-operated, pneumatic and hand tools, electrical machinery and equipment, electronic equipment, measuring and control instruments, scientific equipment, advanced medical and dental equipment, cotton, iron manufactures, chemicals, copper and manufactures, mineral fuels, variety meats, fruit and fruit products, cereals, oil seeds and products, optical and photographic apparatus, toys and games, and aircraft and parts.

Opportunities also exist for industrial and commercial air-conditioning and refrigeration equipment, office equipment, anti-corrosion products, packaging machinery and products, adhesives, ready-to-wear clothing and leisure wear, furniture, lightweight luggage, shoes, boats and boating equipment, housewares, garden furniture and selected appliances.

The preponderance of opinion is that French economic growth will continue, but at a somewhat slower rate.

Some economic indicators merit particular attention. In 1964 the GNP at market prices amounted to the equivalent of $86 billion. In terms of volume it was up 31% from 1959 and 62% from 1954.

The index of French industrial production uses 1959 as a base of 100. It shows 1955 as 81 and a surge to 136 by 1964. Population increased from 46.6 million in 1962 to 47.6 million in 1963, and up to 48.2 million in 1964.

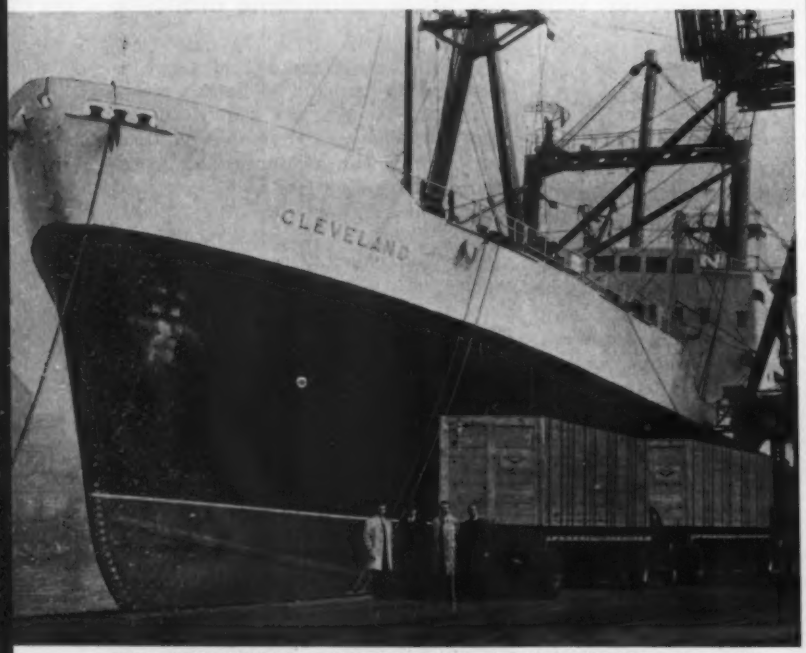
French holdings of gold and convertible currencies at the end of 1964 totaled $5 billion, and French per capita income is among the highest in Europe ($1,165 in 1963).

The Government estimates that gross domestic product will increase in 1965 by 4.3% over 1964. Continued expansion would require high usage of raw materials and machinery and equipment, control equipment, components and semi-processed goods.

France also expects that imports from foreign currency areas will increase by 10.5% in 1965.

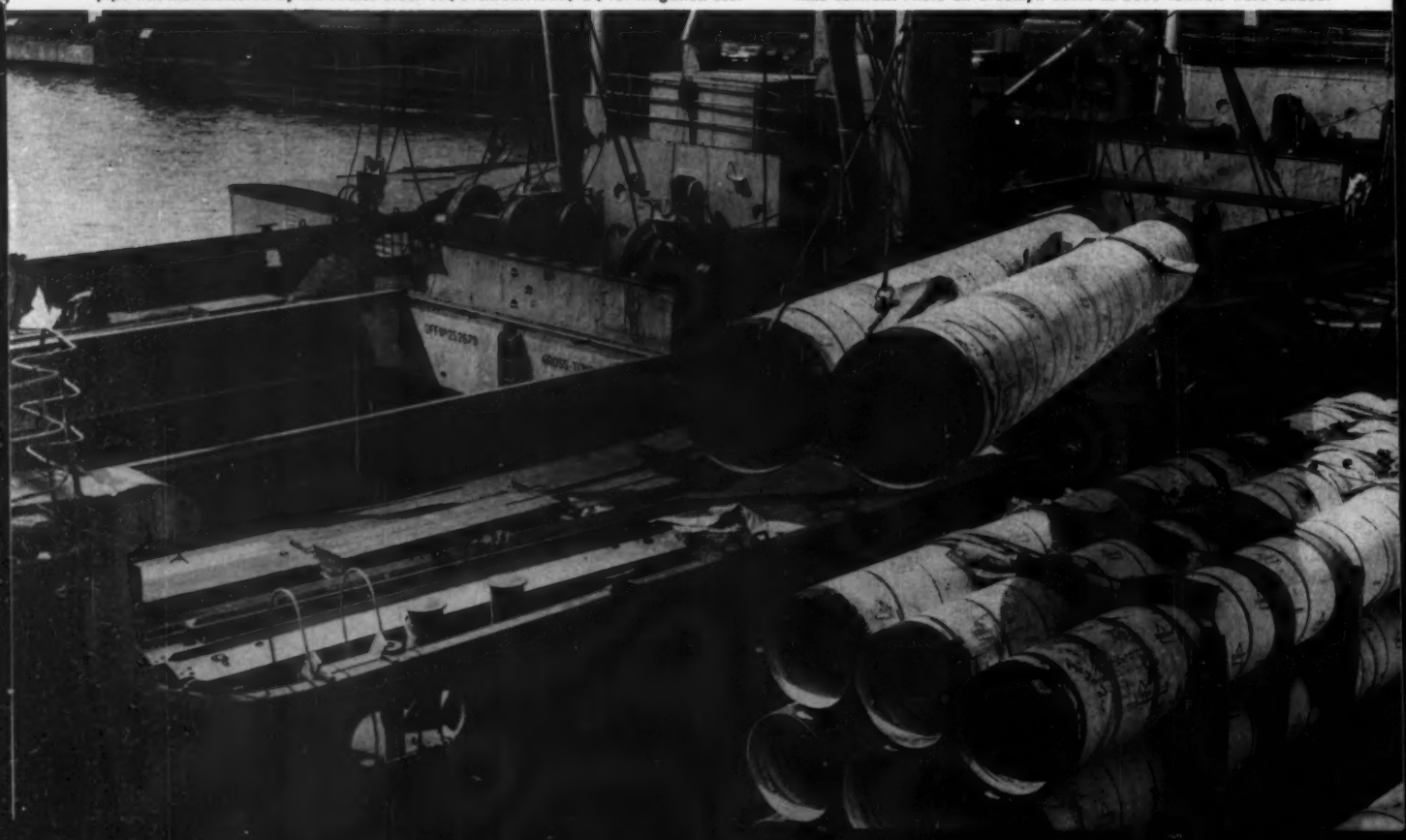
Given the past performance of U.S. products in the French market, and favorable market conditions, it appears that the opportunities for sales of U.S. goods in 1965 are excellent.

# U.S. merchandise in world markets




STEAM GENERATORS bound for France (above), built by the Vapor Corporation, in Chicago, will supply steam to heat passenger cars on French National R.R. Below, 44 carloads of 30" pipe are loaded in Baltimore for shipment to Tanganyika. The pipe was manufactured by the Armco Steel Co., in Middletown, O., for irrigation use.

AUTOMATIC STREET LIGHTING controls are shipped to Trinidad by Tork Time Controls, Inc., a Mount Vernon, New York manufacturer of time controls. Photo on Brooklyn docks as 2000 controls were loaded.



FOR U.S. KITCHEN EQUIPMENT

# German market receptive

## Exporters' task easier since restaurateurs realize they need new ovens, dishwashers

In Germany, the restaurateur and the innkeeper know their problem: they need more modern catering and kitchen equipment.

This makes the task of the U.S. exporter of this equipment easier. The customer is more easily convinced that American catering equipment will go a long way toward solution of the problem.

### Market receptive

Thirty-five U.S. firms, after a recent show at the Frankfurt Trade Center, tallied their facts and figures and came up with the following comments on market prospects for these products:

Gas and electric broilers and broiler griddles—market receptive, particularly for gas units.

Pizza ovens—market receptive.

Toast and bake ovens—some sales resistance experienced.

Barbecue machines—depending on the machines, and probably the sales technique, the market reaction varied from very receptive to indifferent.

### Not much competition

Steam cooking equipment, both electric and gas—reaction is good, particularly to the heavy-duty items. No European competition.

Steam defroster with kettle, electric—potential is only fair because of limited use of frozen food. No European competition.

Can and bottle crusher—a new product with promise, but the initial reaction was mixed.

Mobile aluminum food racks—no comparable product available in Germany. Modifications may be necessary to accommodate different sizes of pans.

Doughnut-making equipment—prospects favorable, at least for equipment manufactured in Europe under license.

Dispensing and injecting equipment for commercial dishwashing machines—American dispensers and detergents are superior to competitive German equipment and have a promising future. Long-established German suppliers, however, now dominate the market.

**Further details about international trade fairs and trade center shows may be obtained from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.**

Can openers and knife sharpeners—prices competitive and American design is attractive and convenient.

Freezers—although American prices are somewhat higher (after adding transportation, duties and distributor mark-up), the design and construction nevertheless made a favorable impression.

Fiberglass trays, cork-lined trays and cutting boards—American design and quality are favorable factors. No comparable European products.

Dishwashers—favorable because of quality, but service must be readily available.

Potato peelers—U.S. design superior to European products.

Meat grinders—market is modest.

Meat tenderizers—market is modest.

Food forming machines—present market limited to major consumers of meat products since German law prohibits transportation of ground meat for commercial consumption. A revised law has been drafted and is expected to be passed. It would permit meat to be ground (and formed) in one establishment and transferred to another for consumption. This should create considerably wider market opportunities.

### Insignificant obstacle

Automatic liquor control dispensers—American products interesting and superior to competitive European products. Higher U.S. price not significant obstacle.

Carbonated beverage dispensing systems—outlook promising.

Non-carbonated beverage dispensers and coolers—market prospects modest due to competitive European products.

Molded paper plates—although U.S. prices are somewhat higher, the design and quality of American products are considered definitely superior.

Wire shelving and dishracks—reaction favorable despite somewhat higher landed price.

Cash registers for use with canteens, cafeterias and restaurants—market prospects favorable. U.S. products competitive in price and design.

Deep fat fryers—prospects favorable. Superior to competitive models because of price, advanced design, production capacity and efficiency.

Modular food service equipment—American products competitive in price and design. Only one company in Germany manufactures competitive products.

Plastic racks for washing dishes in dish-washing machines—prospects very favorable. No competitive European product.

Microwave cooking ovens—good sales prospects.

Electric toasters—prospects favorable because of design and quality of American products and because no competitive machine is produced in Germany.

Ice makers—prospects favorable because of design and price. Use of ice in drinks increasing.

### Not so favorable

Exhibitors at the Jan. 13-20 show were less optimistic about the sales prospects for the following products:

Glassware—strong German competition.

Coffee-making equipment, miscellaneous metal equipment—strong German competition.

Infrared food warmers—European equipment available with established service facilities.

Mixers—German bakers not accustomed to planetary mixers.

Cutters—price high.

Meat saws—strong German competition.

The 35 participating firms at the institutional catering equipment show in the Frankfurt Trade Center reported a total of $163,791 (at wholesale prices) in orders booked.

Projected sales as a result of the show

were estimated at $1.6 million. Visitors numbered 1,129, with 502 coming from the catering trade.

Of the 16 U.S. firms seeking agents or distributors, 11 obtained a total of 13. The remaining five exhibitors had found promising candidates by the end of the show.

Merchandise on display at the week-long show was valued at $121,552.

# Walt W. Rostow represents U.S. at Uruguay exhibit

## Labor-saving machines featured by U.S. at fair in Montevideo

A top State Department official represented the United States on America Day Feb. 20 at the First World Industry Fair in the Atlantic, now in progress in Montevideo, Uruguay.

Walt W. Rostow, Counselor and Chairman of the Policy Planning Council, presided at the ceremonies. The fair opened Feb. 12 and will close March 7.

Rostow is also a U.S. member of the Inter-American Committee on the Alliance for Progress (CIAP). CIAP members were chosen to review and coordinate Latin America's financing requirements and their economic development plans.

### Productivity is key

Labor-saving machines and methods that cut operating costs and increase productivity are being demonstrated in the U.S. pavilion at the fair.

"Productivity—Key to the Future" is the theme of the exhibition developed by the Commerce Department's Bureau of International Commerce. Emphasis will be on products and techniques which make more efficient use of human and material resources. Industrial machines and agricultural equipment of 17 U.S. manufacturers will be featured.

Uruguayan students are operating metalworking and woodworking machines and tools that help workers attain precision standards. Students also are demonstrating fully automatic machines that trim time and production costs from shoe manufacturing.

Technically advanced business machines are being shown, including cash registers that simplify paperwork by printing records for customers and punched paper tapes for electronic computer systems.

ROSTOW

The agricultural area of the exhibition will feature an automated henhouse designed to increase the output of poultry and eggs, and a full line of health protectorants used in the never-ending war on animal and poultry diseases.

Agricultural implements to lighten the farmer's work and increase his production also will be displayed.

Food service equipment which reduces labor costs, speeds customer service and controls waste will be demonstrated. Frozen foods will be reconstituted in microwave ovens and a commercial orange juice extractor will be in operation.

The Department of Labor will be represented by an exhibit portraying the life of the American worker today. The exhibit, and the Labor mission accompanying it, will stress the relationship between individual productivity and a better living standard.

# U. S. firms invited to fair in Valencia first half of May

## Spanish city interested in U.S. construction material

U.S. firms may participate directly or through an agent in the 43rd International Samples Fair in Valencia, Spain, May 1-15.

Exhibit classifications include agriculture and cattle; agricultural machinery and accessories; food; machinery for the food industry; containers and packing; domestic apparatus and appliances; artisan industries, toys and gift articles; leather and skin goods, footwear, and related machinery; textile industry, ready-made clothes, and related machinery; and wood, furniture and interior decoration, and related machinery.

### All types of goods

Also building glass, ceramics, industrial porcelain and earthenware and related machinery; photography, cinema, radio, television and sound; genuine and imitation jewelry; surgery and laboratory material; lamps and art metal articles; office equipment; general machinery and metallurgy; marine engines and equipment for watercraft; vehicles and transport; and sporting goods and camping articles.

The U.S. Consulate in Valencia says prospects are especially good for the sale of U.S. construction machinery and equipment. Valencia has started a 10-year plan to change the transportation infrastructure of the city.

# Costume jewelry display opens in Frankfurt

Twenty-five American manufacturers of costume and semi-precious jewelry and personal accessories are exhibiting their most attractive lines at the U.S. Trade Center in Frankfurt, Germany.

The show opened Feb. 17 and is scheduled to end Feb. 24.

The U.S. exhibitors are seeking a share of the large and profitable market in Germany and neighboring European countries. Market studies indicate American jewelry is growing in popularity in Germany.

The show is staged by the Commerce Department's Bureau of International Commerce in cooperation with the jewelry trade.

A major support was given by the Manufacturing Jewelers and Silversmiths of America, Inc., Providence, R.I.

A unique feature of the show will be a $30,000 collection of Southwestern Indian artwork and handicraft, staged by the Indian Institute, Inc., Williamsburg, Va.

The Trifari Krussman & Fishel, Inc., (New York) collection of Mrs. Mamie Eisenhower's costume jewelry worn at President Eisenhower's inaugural balls will also be displayed.

# Audio-visual aids more popular in U. K. as industry, education, business give them large boost

## British purchases in this field to total $127.3 million by 1967; U.S. share should be 16%; Trade Center show set

The clicking and whirring of slide projectors, accompanied by tape recorded sound, is heard more and more frequently in England.

Salesmen use these audio-visual aids to convince dealers that their product is "the best on the market."

Dealers can watch a filmstrip and get some idea of how to service machinery.

Closed circuit television, especially in advanced technology colleges, has given a boost to British education.

### Verbs on tape

The student wishing to improve his linguistic ability can sharpen his command of irregular verbs and idioms by listening to recorded programs in a language laboratory.

And driver training students, while not on the road, can pick up some pointers on traffic situations through use of automated training equipment.

These are a few of the areas affected by the increasing use of audio-visual training aids in Britain today. A recent market survey showed that the U.K. market for this equipment will reach $127.3 million (at manufacturers' prices) by 1967.

The United States, regarded by Britain as the "prime source" for new developments in these products, should have 16%, or $20 million worth, of this market.

For this reason, the U.S. Trade Center in London is angling to draw key figures of British business, education, civil and military circles, as well as potential importers, agents and distributors, to the Center May 11-21.

The audio-visual and training aids show at that time, says Trade Center Director Donald S. Kilby, will be an outstanding opportunity for U.S. firms in this field to meet buyers from industry and government.

Opportunities for expanding sales on the British market are especially good for manufacturers of overhead projectors, low-cost color transparency copiers, portable sound filmstrip projectors, video tape systems, teaching laboratory equipment, language laboratory equipment and driver training aids.

### Could be rough

However, U.S. manufacturers wishing to enter the market or extend their activities there must be prepared for strong international competition.

In the visual field the main competitors are Japan and West Germany. The Netherlands and West Germany offer the most rivalry in the audio field, with Japan promising to make itself felt in the near future.

U.K. government and service organizations prefer to "buy British," the market survey discovered, but this can be overcome if the U.S. equipment shows significant advantages over the "home brand."

One leading American firm, for example, is known to have sold a considerable number of overhead projectors to the Royal Navy, Air Force, Army, Ministry of Aviation and other government agencies.

Within the last two years, a British agent has introduced two American-made filmstrip sound projectors to the market. Both lines have been very successful, the survey reports, and sales have been rising.

Several American publishing houses have begun to market their audio-visual materials in England, and U.S.-produced language tapes and educational films and filmstrips are selling well.

Automated driver training equipment for classroom use is virtually unknown in England and would have little or no competition. Simple transparency copiers are not widely known and would attract much attention.

### How about the tariffs?

What are the tariff rates in England on imported audio-visual equipment?

In general, they range from 20 to 40%, with optical equipment bearing the higher duties.

Also, the Government recently imposed a 15% surcharge, payable on the c.i.f. value.

Specific tariff rates are available from any Department of Commerce Field Office.

Some goods, whether imported or not, are liable to purchase tax. This duty is levied on the wholesale price, which for imported goods means the landed value plus any tariff or duty payable.

Record players are charged at 25%. Tape recorders are not charged, unless incorporated with a record player. Movie and still projectors are not charged, nor are dictating machines and magnetic tape. Movie cameras are charged at 25% unless they are used for military, industrial or scientific purposes; 35 mm. equipment in particular is not charged.

### U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

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ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

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CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3233 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-2300.

**The U.S. exporter wanting more information about trade centers can get it from the Bureau of International Commerce in Washington, but that's not the only place. The 42 field offices listed above can also supply more details.**

# Nicaraguans expect good times to get still better during 1965

## Prosperity being shared by the whole working population; many U.S.-educated businessmen give U.S. firms an inside track

By WILLIAM E. HUMPHREY
*Commercial Officer*
*U. S. Embassy, Managua*

Nicaraguan businessmen are optimistic about the continuation of 1964's excellent business conditions into 1965.

A Managua dealer for U.S. automobile firms puts it this way: "If I make as much money in 1965 as I've made in 1964, I'll be very happy . . . and I expect to make more."

HUMPHREY

The owner of a department store in downtown Managua said: "Business started to pick up in 1960. It was better in 1961 and still better in 1962 and 1963. We broke all records and made more money in 1964 than we had ever made before, and we expect to do even better in 1965."

The wife of a businessman expressed the general feeling of optimism when she said, "I made two trips to Miami this year, and next year I'm going to make three."

A drop in the price of either cotton or coffee could put brakes on the boom, but no one appears to expect this.

A number of factors are contributing to the current prosperity, but cotton gets the lion's share of the credit. Cotton production has skyrocketed from 120,000 bales in 1960 to 415,000 bales in 1964, and with excellent growing weather thus far the 1965 crop is estimated at 500,000 bales. Cotton profits are providing the money which permits a Nicaraguan farmer to sit down at the desk of a farm implement dealer and count out C$200,000 (US$28,500) in bank notes from a paper bag to pay for a cotton picker.

After five years of dealing with successively larger cotton crops, Managua businessmen don't blink an eye when a woman walks into an automobile showroom, says that her husband has sent her to buy a truck, and reaches into her purse for C$50,000 (US$7,000); nor are they particularly impressed when a farmer writes a check for a stereo set and drives off with it in the back of his pick-up truck.

There was a time when middle class homes had refrigerators displayed prominently in the living room as status symbols. They still appear in the living room but now it's more a matter of accepted practice than status.

Nicaraguans feel that the present period of prosperity rests on a much more solid basis than existed during the cotton boom of the mid 1950's.

Growth in the production and sale of beef, soluble coffee, sugar, bananas, and shellfish have played an important role. Industrial production for the internal market has also made a significant contribution.

The Government is promoting new agricultural crops and new industries. An investment promotion office has been operating in New York for over a year to encourage United States investment in Nicaragua. The larger market provided by the Central American Common Market has induced a substantial amount of both domestic and foreign investment.

Although U.S. exporters are meeting increasing competition from Western Europe, Japan and other members of the Central American Common Market, the rapid expansion of the Nicaraguan market has allowed them to increase their sales substantially.

Total Nicaraguan imports increased

**the author**

*William Humphrey was assigned to Managua in June 1963. He had served in Washington since entering the Foreign Service in September 1962. Humphrey has a Bachelor of Arts Degree from Yale and a Bachelor of Science Degree from Oklahoma State.*

MANAGUA'S LARGEST supermarket, this modern store has a yearly sales volume of almost $2 million. Sales are expected to increase again during 1965.

from $97 million in 1962 to $111 million in 1963, and U.S. sales increased from $49 million to $52 million. But the United States' share of the Nicaraguan market declined from 50.4% to 48.4%. However, there is increasing evidence that American firms have accepted the challenge of stronger competition and are making a determined effort to increase their share of the expanding market.

The size of Nicaragua's foreign exchange holdings—19% higher at the end of September than they were at the same period in 1963—is additional evidence of the soundness of the Nicaraguan economy. Another indication was the size of demand deposits, up 15% above the end of third quarter 1963.

Nicaraguan business is receiving an indirect stimulus through external financing from public lending institutions. On December 23 AID signed a $4 million loan agreement with the National Development Institute. The loan will finance feasibility studies, industrial loans, and equity investment.

## Livestock loans

The National Development Institute also recently received a $2.3 million loan from the Inter-American Development Bank (IDB) for livestock development, agricultural diversification, pilot farm projects, and the Rivas Irrigation Project. The IDB has also authorized a $9 million loan for livestock development to the National Bank and the National Housing Institute has applied for a $5 million IDB loan from the same source for low-cost housing.

The Nicaraguan Government has proved an excellent credit risk and its foreign debt burden is comparatively small.

Because Nicaragua's economy is based mainly on agriculture which is still in the process of becoming mechanized, demand has been strongest for agricultural machinery and related products. Cotton pickers, which are only available from the United States, will constitute one of the most important single items imported during 1965 in terms of dollar volume. Chemicals are one of the largest categories of imports due to the growing use of fertilizer, insecticides, and herbicides.

Tractors and other farm implements have increased in number as cotton acreage has increased, but until recently it appeared that Great Britain would benefit more from those sales than the United States. However, a major United States farm machinery manufacturer acquired an aggressive new dealer and the picture has changed considerably.

United States firms should be prepared to advertise extensively in the Nicaraguan market. As Nicaragua's boom lengthens into a period of sustained prosperity, an element of sophistication is appearing in the Nicaraguan market. One of the most obvious manifestations of this is in advertising. The number of billboards in Managua trebled during the past year, and their quality has improved dramatically.

## Fertile ground

Magazines, movies, and television programs from the United States have paved the way, and local advertising efforts should capitalize on the preference for U.S. consumer items which these mass media have helped to create.

One of the most gratifying aspects of the economic surge in Nicaragua is that prosperity is filtering down through all income levels. The minimum wage, specified by law at eight cordobas in the cities and six cordobas in the country, is a very small cash income for a breadwinner.

However, the growth in job opportunities (there is actually a scarcity of labor during the coffee and cotton harvests) means that there is frequently more than one wage earner in the family. Many who were outside the money economy a few years ago are now buying transistor radios. There are other indications of the improved workers' standard of living. For example, imports of motorcycles have increased from 177 in 1959 to 1,130 in 1963, most of which were Japanese.

While Japan has dominated the market for many of the cheaper consumer items, the United States has been the chief beneficiary of the rapidly expanding market for air conditioners.

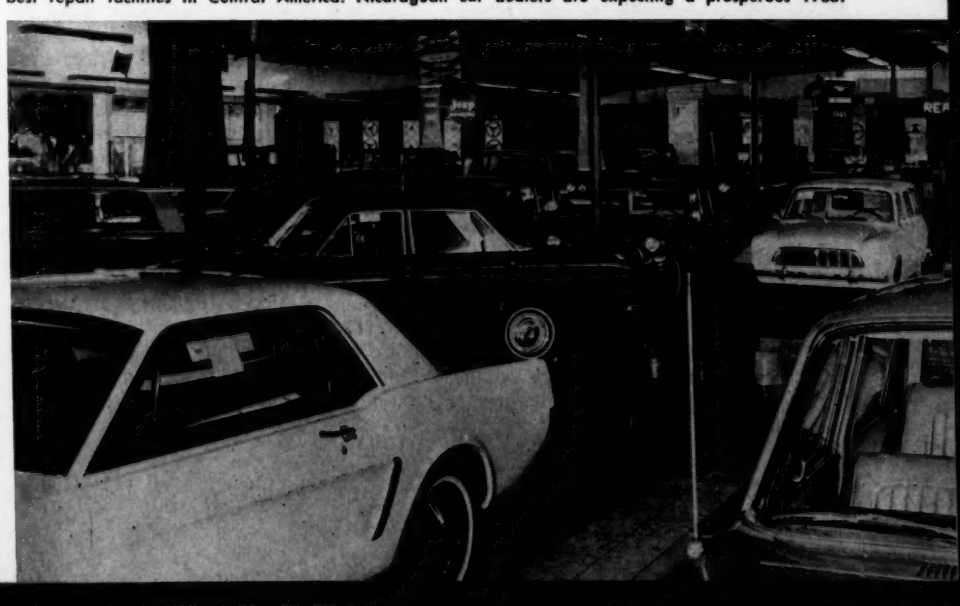
Refrigerator sales have also been rising rapidly, with the United States accounting for 77% of the market in 1963. The bright future for such consumer durable items as refrigerators in the Central American Common Market as a whole is inducing U.S. firms to study the establishment of assembly plants in the area. A major United States refrigerator manufacturer is planning to build a factory in Nicaragua with a Nicaraguan partner to manufacture refrigerators for the entire Common Market area. When common external tariffs are established by all of the Common Market members, many U.S. manufacturers see the establishment of factories in the area as the only way to protect their markets in Central America.

Many Nicaraguans in a managerial capacity are young men from 25 to 35 who have been educated in the United States and have been exposed to U.S. marketing practices. This group's influence in Nicaragua is infinitely greater than their business contemporaries in the United States. Many of them are sons who will inherit family businesses; others have entered the managerial class mainly through U.S. education.

A number of these U.S.-educated young men have studied business administration—a course of study virtually unheard of in Nicaragua five years ago. They are familiar with American business practices and methods and prefer doing business with American firms.

This preference is no reason for complacency by U.S. firms, however, since lack of combative spirit on their part may cause Nicaraguan firms to look to other sources of supply.

**INTERIOR of a Managua Ford dealer's showroom, said to have the largest stock of spare parts and best repair facilities in Central America. Nicaraguan car dealers are expecting a prosperous 1965.**



PREVIOUS WORLD BANK projects have created pools of skilled manpower in the world's underdeveloped areas. Here, a winch operator works on a World Bank-financed railroad project in Mauritania, which recently received a $6.7 million IDA credit for a highway connecting Nouakchott with the Senegal border.

# World Bank, IDA road loans open sales chances to U.S. suppliers

## IDA has loaned $1 billion for development since 1960 founding; funds must be spent through international competitive bidding

The World Bank and its affiliate, the International Development Association, have recently made the equivalent of $52.7 million available to aid highway programs geared to economic development in four different nations. All equipment imported for use in Bank-financed projects must be produced through international competitive bidding.

Mexico received a $32 million World Bank loan to expand her toll transport system. The project includes construction of four new toll roads totaling 88 miles; widening and improving the existing toll section and two free sections of the 130-mile Mexico City-Queretaro Road; construction of three toll bridges, and the purchase of accounting equipment and various equipment to operate toll booths.

The loan was made to Caminos y Puentes Federales de Ingresos y Servicios Conexos, an agency of the Mexican Government in charge of toll transport facilities, and Nacional Financiera, S.A., an official financing institution which by law is authorized to incur external loans on behalf of the Mexican Government. Execution of the project will be carried out through the Ministry of Public Works.

Honduras will use the $9.5 million it received ($6 million from World Bank and $3.5 million from IDA) to help build its North Road, linking the capital city of Tegucigalpa with the nation's leading commercial center, San Pedro Sula.

The project calls for the construction of a 125-mile two-lane, bituminous surfaced road between Rio del Hombre and Potrerillos, a large bridge over the Ulua River and the provision of associated engineering services. Several improvements are being made on sections of the road adjoining each end of the project. With its own resources the Government is financing the reconstruction or improvement of the existing roads from Rio del Hombre south to Tegucigalpa, and from Potrerillos north to San Pedro Sula.

Execution of the project will be the responsibility of the Ministry of Communications and Public Works of Honduras. As the project will impose a very heavy workload on the Ministry, outside consultants will be retained to complete plans, to assist in the awarding of contracts and to supervise the execution of the project.

Mauritania's $6.7 million IDA credit will help finance the design and construction of a 125-mile road between the capital city of Nouakchott and Rosso on the Senegal border.

### Sea shells

It will be an all-weather, two-lane road. The first 62.5-mile section, starting at Nouakchott, will have an improved soil sub-base and a course of sea shells which are found in deposits near the shore line. On the second half of the road, to Rosso, the sea shell course will have in addition a single bituminous surface because on this section the sea shell pits are located too far away for the economic use of this material for maintenance. The road will be built sufficiently high to prevent interruption of traffic by periodic flooding of the Senegal River.

The Mauritanian Government will retain consultants to draw up the final design and to supervise construction of the road, as well as to undertake a study of maintenance requirements for the entire road network. A contract for construction will be awarded on the basis of international competitive bidding. The project is scheduled for completion in 1969 at a total estimated cost of $10 million.

The credit to Mauritania and a $4.5 million road loan to Kenya brought total lending by the International Development Association (IDA) over the one billion dollar mark. In four years of operation, IDA has extended 70 development credits totaling $1,002.24 million to 27 countries. The largest share, $435.9 million, has been for transportation—railways, highways, ports and inland waterways. The largest amount, $777.59 million, has gone to countries in Asia.

IDA was established in September 1960 to provide loans to the less developed countries on terms which cause less strain on their balance of payments than conventional loans. All of the development credits extended by IDA have been repayable in foreign exchange over 50 years, free of interest.

# U.S., Brazil sign guaranty pact to stimulate private investment

## Agreement needs ratification of Brazilian Congress; marks step toward encouragement of productive private enterprise

Brazil and the U.S. have signed an investment guaranty agreement which should further stimulate the flow of private U.S. investment to Brazil.

U.S. investments in Brazil already amount to more than $1 billion.

The agreement, similar to those already in effect in 18 other Latin American republics, permits issuance of the full range of guaranties authorized by the U.S. Foreign Assistance Act.

These include guaranties against noncommercial risks specified under U.S. investment guaranty legislation and, in certain situations, a share of business risks.

The agreement becomes operative after it has been ratified by the Brazilian Congress, to which it will be submitted soon.

AID already has on hand some 52 applications for guaranties in Brazil amounting to more than $150 million in new investment. Applications are expected to increase sharply, as soon as the program is operating.

### Multilateral guaranty discussed

Negotiations leading to the agreement also involved discussions between the two governments on a draft text for a proposed multilateral guaranty agreement. Concurrently with the signing of the bilateral agreement, the U.S. delivered to Brazil its proposed text for such a multilateral pact.

The proposed multilateral agreement, similar to the bilateral accord, would be open for participation to all the active members of the Organization of American States and to certain capital exporting countries.

Preliminary discussions with some of these latter countries already have taken place. A multilateral system would replace the present system of bilateral agreements.

The bilateral agreement is another of the steps being taken by Brazil to encourage productive private enterprise.

These include a variety of legislative and administrative actions in the form of tax incentives, export incentives, profit remittance provisions and other fiscal and economic measures attractive to new investment capital, foreign and domestic.

Since the beginning of the investment guaranty program in 1949, the U.S. has made 1,261 contracts extending $2.2 billion of coverage.

In 1962, some $440 million in guaranties were issued; in 1963, $426 million and in 1964, $707 million. Guaranties issued in Latin America through Dec. 31, 1964 amount to roughly $868 million.

# EEC Journal lists duty suspensions

The Official Journal of the European Communities has published partial or total duty suspensions for many commodities of which, with one exception, there is inadequate or no production in the Community.

The suspensions, unless otherwise noted, are valid for calendar 1965.

The following list shows the Common External Tariff Numbers, products and reduced duty rates in percent ad valorem (followed by the suspended duties in parenthesis):

ex2707G-aromatic goods from m'f'g carbon black, 0(4); ex2714C-extract from the treatment of lubes with selective solvents, imported for m'f'g carbon blacks, 0(4); 2830AVII-titanium trichloride, 0(12); ex 2852B-chlorides of rare earth metals 4(5);

ex2855B-phosphides of iron (ferrophosphorus), with 15% or more phosphorus, excl. for m'f'g of phosphorus pig for refining or steel, 0(9); ex2901CI-pinenes, 6(12); ex 2901CI-camphene, 6(12); ex2901DVI-vinyltoluene, 6(13); ex2902B-hexachlorocyclopentadiene 0(17); ex2913DI-pregnenolone, 3(14);

ex2913DI-17 alpha hydroxypregnenolone, 3(14); ex2913DI-1,4,17(20)-pregnatriene-11-beta, 21-diol-3-one, 6(14); ex2913DI-dehydroepiandrosterone, 3(14); ex2913DI-4,17(20)-pregnadiene-II-beta, 21-diol-3-one, 6(14); ex2913E-14, beta-methyl-16-alpha: 17-alpha-epoxy-5-pregnen-3-beta-ol-20-one; 6(17);

ex2913F-1,4, naphthoquinone 6(17); ex 2914AIIc)5- 16,17 epoxypregnenolone acetate 3(17); ex2914AII c)5- 16-alpha-methyl-1,4,9 (11)-pregnatriene-17-alpha, 21-diol-3, 20-dione-21 acetate, 6(17); ex2914AIIc)5-16-alpha-methyl-allopregnane 11-alpha, 17, alpha, 21 triol-3,20 dione-11, paratoluene sulfonate-21 acetate 6(17);

ex2915AIVa-sebaic acid, 3(12); ex2915 B-anhydride of hexacloro-endomethylene-tetrahydrophthalic→acid, 8(14); 2916D-acid 3,6 endoxo-hexahydrophthalic, its sodium salt, 8(17); ex2925AIII-methacrylamide, 9 (18), valid from Jan. 1-June 30;

ex2929-dimethylhydrazine asymetric, 9 (17); ex2929-ethylhydrazide of podophyllinic acid, 6(17); ex2929-oxime de la 16,17-dehydropregnenolone acetate, 3(17); ex2931 B-thio-bis-di dry amylphenol 6(18); 2935S-thiophosphate of 0.0 diethyle-o-(4-methyl 2-isopropyl)-6-pyrimidyle, 8(16/13); ex2935S-2 chloro-6-ethylamino-4 isopropylamino-1, 3,5-triazine, 8(16/13); ex2935S-2-chloro-4, 6-bis-(ethylamino) 1,3,5-triazine, 8(16/13);

ex29355S-2-chloro-4-6 bis (isopropylamino) 1,3,5-triazine 8(16/13); ex2935S-dichloride of 1,1'dimethyl-4, 4'dipyridylium, 8 (16/13); ex2935S-dibromide and dichloride of 1,1'ethylene-2,2' dipyridylium, 8(16/13); ex2935S-1,4 diaza-bicyclo-2,2,2-octane (triethylendiamine), 0(16/13);

ex2935S-diosgenine, 0(16/13); ex2938BI-vitamin B6 and derivatives, 4(9); 2941A-digitalis glycosides, 6(12); ex2941D-pure glyoside of scilla, 6(14); ex2941D-salt of calcium of sennoside A and B, 6(14); ex 2941D-benzylidiene-beta-D-glucoside of podophyllotoxin, 6(14);

2942CVIII-alkaloids of rye ergot, their salts, ethers, esters and other derivatives, 6(13); 3807B-other (spirits of pinewood or pine, sulfate terpentine and other terpenic solvents from distillation or other treatment of conifers; crude dipentene; bisulfite turpentine; pine oil, 0(5/6);

ex3808C-hydro-abietylic alcohol, technical 5(8); ex3811C-pyrethrum extract in mineral oil solution, 5(12); ex3819Q-mixtures of aldehydes from lignin, 0(16/18); ex3819Q-tertiary mercaptans in mixtures, 0(16/18); ex3902CIII-polysulfohaloethylenes in forms mentioned in Note 3, a and b, of Chapter 39, 4(23); ex3902 CVIII-copolymers of vinyl and vinylidene chloride with at least 80% by weight of chloride in forms mentioned in Note 3, a and b, of Chapter 39, for fabrication of fibers, monofils or lames, 4(19);

ex3902CXIVa)-copolymers of fluoride of vinylidene and of hexafluoropropylene in forms mentioned in Note 3, a and b, of Chapter 39, 4(21); ex3903BVa) 1-ethylcellulose (non plasticized), 4(15); ex3903BV A) 2-ethylhydroxethylcellulose insoluble in water, 4(19); 4002C-synthetic rubber reinforced with artificial plastic material 5(10), indefinite, as result of tariff reclassification; ex4428B-shingles for roofs, facades 0(14);

ex4801EII-Japan vellum (special long-fiber paper) for making sausage casings and the like, 0(16), valid from Jan. 1-June 30; 5101B-hollow-filament yarn of artificial textile fibers 0(5); 6203BIb-sacks, bags other than jute, linen or sisal, 15(19); 7019AIA-glass beads cut or mechanically polished, 0(11); 7019AIIIa-imitation precious and semiprecious stones, cut or mechanically polished, 0(11); 8104M-uranium poor in U235.

HAWAIIANS JOIN IN as Secretary of Commerce John T. Connor signs grant authorizing a Foreign-Trade Zone at Honolulu Harbor. Present at the ceremony were (left to right) Representative Patsy T. Mink of Waipahu; Richard Lake, secretary of Foreign-Trade Zones Board, and Senator Daniel K. Inouye, Honolulu.

# Hawaii gets Foreign-Trade Zone to serve international business

## Zone to be established at Honolulu Harbor; will serve as basic part of State's economic development

The Foreign-Trade Zones Board has approved establishment of a Foreign-Trade Zone in Honolulu.

Secretary of Commerce John T. Connor, in his first action as chairman of the Foreign-Trade Zones Board, last week signed the grant permitting the State of Hawaii to establish and operate the Zone to serve international business.

Two members of Congress from Hawaii—Senator Daniel K. Inouye and Representative Patsy T. Mink—were present for the ceremony.

The new Zone will occupy a 41,748 square-foot enclosed area at Pier 39 in the Kapalama Basin section of Honolulu Harbor.

Application for this grant was submitted by Hawaii's Department of Planning and Economic Development.

A Foreign-Trade Zone is an enclave in or adjacent to a U.S. port of entry. U.S. customs laws governing entry of admissable goods and payment of duty are not applicable within it.

Domestic as well as foreign merchandise may be brought to a zone, stored for indefinite periods, displayed, broken down, repackaged, and used in processing and manufacturing.

### When law applies

Foreign merchandise is subject to customs laws relating to imports when transferred from a zone into the U.S. for consumption, but not if reshipped abroad.

Within the zone the foreign merchandise may be processed into new items and combined with domestic materials, but U.S. import duties become payable only upon the foreign components transferred into U.S. Customs territory.

Foreign-Trade Zones are established under the Foreign-Trade Zones Act of 1934 to expedite and encourage foreign commerce. The Act is administered by the Foreign-Trade Zones Board whose members, in addition to the Secretary of Commerce, are the Secretaries of Treasury and Army. The Board has offices within the Commerce Department's Bureau of International Commerce.

Other Foreign-Trade Zones are in New York, New Orleans, San Francisco, Seattle, Toledo and Mayaguez, Puerto Rico. In addition, there are special-purpose subzones for manufacturing in Penuelas, Puerto Rico, and San Francisco.

## Chile gets $4.4 million World Bank power loan

The World Bank has approved a loan equal to $4.4 million for a group of electric power projects in Chile.

It will help increase power service in three widely separated areas—Antofagasta, a port in the north; Chiloe, an island off the coast of the south-central region, and Punta Arenas, the southernmost city in the world, on the Straits of Magellan.

The loan includes funds to expand transmission and distribution facilities throughout the country.

All imported goods and services purchased with World Bank funds must be procured through international competitive bidding.

The loan will be made to Empresa Nacional de Electricidad, S. A. (ENDESA) and Corporacion de Fomento de la Produccion (CORFO), as co-borrowers.

## All roads lead to Lima for regional road meeting

The International Road Federation (IRF) has scheduled its 1965 western hemispheric regional meeting in Lima from May 17-22. President Belaunde Terry of Peru will preside at the opening session.

The conference will consider the regional problems of bridging the Darien Gap; development of the Transversal Highway, which will stretch east-west some 3,500 miles (5,600 km) across South America from Rio to Lima, and construction of the Marginal Highway planned for the eastern slope of the Andes, crossing Peru, Ecuador, Bolivia and Colombia.

# Argentina raises taxes on payment of dividends, interest to foreigners

## New income regulation also substantially increases levies on earnings of foreign branch companies operating locally

Argentine firms must now pay significantly increased taxes on their remittances of interest and dividends to foreigners.

Taxes on earnings of foreign branch companies operating in Argentina also have been increased substantially, through the new income tax law.

Under the previous law, Argentine firms enjoyed a 50% exemption on interest payments to foreign creditors. On the remaining 50%, the firms were required to pay a tax at the rate of 46.03%.

This tax was inclusive of the emergency tax. Thus, the tax formerly amounted to 23.02% of the total interest payment.

Under the new law, the non-taxed portion of interest is reduced to only 10% and the present rate has been increased to 61.07% (inclusive of the emergency tax). Argentine firms now will pay a total tax on interest of 54.96% or 2⅓ times as much as paid under the former law.

### Payment to foreigners

The old and new laws both call for a withholding or retention of the tax on payment of dividends to foreigners. However, the withholding tax previously was 8% plus the emergency tax of 20% thereon, making a total of 9.6%.

Under the present law there is a basic withholding tax of 30% on dividends, whether paid in cash or stock, plus a reduced emergency tax of 15% thereon, making a total retention of 34.5% that must be withheld by Argentine residents. In this connection, the following provision under the new law should be noted:

If the Argentine resident does not transfer his ownership of the stock, then the 34.5% withheld is deemed payment in full of his income tax, and he need not report that income. If the Argentine resident does declare his ownership, there is a reduced retention or withholding of only 9.1%.

Having retained the 9.1%, he may claim this retention as a tax credit. These dividend earnings, however, have to be reported as part of the gross income on which the resident pays the standard income tax applicable in his case.

No provision has been made in the new law to authorize a reduced tax and withholding in the case of dividend payments made to foreign residents. All such payments to foreign residents are subject to the 34.5% withholding as compared with only 9.6% last year.

### Profits tax increased

The new law also increases the profits tax on the Argentine branches of foreign companies substantially. Previously, a 46.03% tax, inclusive of the emergency tax, had been levied on profits of such Argentine branches. The new law has established the tax at 61.07%.

Certain exemptions are granted under the new law. Among these are the rental value of residences occupied by the owner, and an exemption to registered non-profit associations that are engaged in social work, public health activities.

Certain other types of deductions, previously allowed, are eliminated under the new law. Among these are interest on funds obtained outside of Argentina to finance imports on industrial equipment plants and the income of non-resident technicians.

Income in this category had previously been exempted for a period not exceeding 18 months.

Argentine companies may deduct from the income tax payable by them up to 20% of all dividends they receive from other Argentine companies. Such deduction may not, however, exceed the income tax they owe.

### Basic income tax rates

The basic 8% income tax rate remains unchanged. Incomes in excess of approximately $330 are now subject to a graduated scale of additional rates ranging from 4 to 45%. The lowest rate above the basic 8% for incomes under approximately $330 is applicable to incomes in the range of $330 to $496. The highest rate applies to incomes in the approximately $59,600 bracket and above.

A 20% emergency tax on the amount of the basic income tax, previously in effect from 1962 through 1964 has been extended to apply for 1965 and 1966 at the reduced rate of 15%.

The excess profits tax, suspended from 1962 through 1964, was annulled effective Jan. 1.

The allowance for non-taxable gains was increased from approximately $331 to $662. The general tax rate on capital gains was also increased from 5% to 10% on all transactions entered into on and after Jan. 1.

The new law has effected no change on lottery prizes, etc., where the tax rate still is 20%.

### Secrecy on data

Information and data contained in tax returns furnished to the tax authorities will no longer enjoy the privilege of secrecy as was previously the case.

All persons not complying with their responsibility to withhold and pay over to the authorities the taxes due within the applicable period, are subject to penalties of rigid fines and a term of imprisonment. The fine, on conviction, will be one to 10 times the amount of tax due plus a term of imprisonment of from one month to six years.

For a copy of Argentine Tax Law No. 16656, on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## Venezuelan import licenses extended

Venezuela has extended import licenses due to expire between Dec. 20, 1964 and Jan. 31, 1965, until Feb. 28 because of the U.S. dock strike.

## Israel to permit imports of household radio receivers

The Israeli Government will permit importation of household radio receivers, according to a recent official announcement.

The rate of customs duty remains at 100% ad valorem (based on the c.i.f. value), but minimum duties have been set at $25 for sets having up to five tubes, and $45 for sets having six or more tubes.

There is also a purchase tax of 35% ad valorem, based on the wholesale value.

# Indonesia enacts new regulation on foreign exchange transactions

## Ruling legalizes possession of exchange, gold abroad, permits use of foreign bank accounts

Indonesia has enacted a new rule on foreign exchange transactions making it legal to possess foreign exchange or gold abroad and to have an unregistered account in a foreign bank.

The new law replaces Dutch ordinances of 1940 requiring all "foreign exchange residents"—all Indonesians and those foreigners (including corporations) residing in Indonesia for more than one year—to report to the Government all foreign currency in their possession abroad.

Under the new rules, the Board of Foreign Exchange Transactions has overall control of the foreign exchange structure. Daily operations are carried out by the Minister of Central Bank Affairs (Governor of Bank Indonesia) who heads the new Bureau of Foreign Exchange Affairs.

The new bureau has virtually full control over exports and imports and the foreign exchange fund, including determination of prices.

### Permission needed

Although foreign exchange from exports and most services still must be surrendered to the Foreign Exchange Fund, under the new law it is not illegal to possess foreign exchange or gold abroad or to have a foreign bank account.

Except with bureau permission, however, it is illegal to export rupiahs gold, foreign currency or securities either in rupiahs or in foreign currency.

Foreigners are forbidden to acquire rupiah securities without permission. Imports of rupiahs are illegal and imports of foreign currency may be limited.

The Bureau of Foreign Exchange Affairs, under direction of the Board of Foreign Exchange Transactions, has authority to forbid selected foreigners or foreign corporations from acquiring either bank credits or loans, whether in the form of securities, shares or promissory notes.

### No profits previously

The situation leading to the new rules resulted in large part from inflation, strict foreign exchange controls, and failure to bring the exchange rate for exports in line with the internal value of the currency.

Exporters often had to pay more for their products domestically than the export price received because they had to surrender foreign exchange for rupiah at a rate which greatly overvalued the currency. Profits then could be made only through illegal procedures. Also because of inflation, there was an added incentive to maintain bank accounts abroad.

Since 1960, the Indonesian Government has enacted various regulations which were largely ineffective to provide more profits for exporters and to tap privately-held foreign exchange holdings.

## Colombia suspends curbs on San Andres Port trade

Colombia's Council of State has suspended legislative measures which severely restricted the amount and types of articles which could be carried by tourists from the Free Port of San Andres and Provincia to the Colombian mainland as duty-free personal baggage.

This decision allows the Free Port to revert to its previous status as it existed before the legislation.

The decision has been labeled a "temporary suspension."

The Government reportedly may seek new legislation to close the Free Port.

## New drugs rules for Kuwait

The Kuwait Ministry of Health has announced that documents containing new information must be submitted on pharmaceutical preparations before import permits will be issued. The new requirements are:

A statement in duplicate on each such preparation, listing the contents and chemical composition, indication of use, pharmacology, and side effects.

An official certificate authenticated by appropriate officials of the producing country stating that the drug is permitted to circulate there.

These regulations are additional to those imposed by the primary law on pharmaceutical imports.

# Pakistan's import policy for 1965 to remain liberal

## Total 236 industries allowed to import required commodities with repeat licenses permitted

The import policy of Pakistan for the first six months of 1965 is essentially a continuation of the liberal features of the July-December, 1964 policy.

As before, importable commodities are divided principally into three groups:

**1)** the free list of 51 items which may be imported without an import license; **2)** the open general license list of 34 items freely licenseable; **3)** 104 items importable under regular license, not on either of the other two lists.

A separate smaller list includes items importable by exporters under the export promotion plan. Maximum limits have been set for importers of certain free-list items.

A total 236 industries are entitled to import their industrial requirements, with the privilege of repeat licenses if necessary, while 56 other industries will be licensed on a specific basis.

### Free list unchanged

The free list remains virtually unchanged. Caustic soda has been restricted to East Pakistan. Dried whole eggs have been added to the list, while non-fat dried milk has been dropped.

The following items may be imported only under the U.S. AID program:

Iron and steel strips, plates, sheets, ingots, pig iron, certain structural products, certain non-ferrous metals, spare parts for diesel locomotives, pesticides (agricultural type), and potash and phosphate fertilizers.

Other free-list items which may be procured under AID but also importable from other countries include:

Materials for drugs and medicines, certain chemicals, dyes, pigments, dry colors, cotton yarn of 80 count and above, laboratory glassware, scientific instruments and apparatus, surgical instruments and appliances, medical apparatus of silk or synthetic fabrics, duplicating stencils, X-ray films, and tires and tubes for tractors.

Other free-list items not importable under the AID program are:

Books, magazines, chalk, clay, grey cement, camphor, compressed gas, soda ash,

materials for making electric bulbs and fluorescent tubes, cinema carbons, electric insulating materials, coal, machinery spare parts, engine and boiler packing, components for assembly of electrical goods, marine diesel engines and parts, essential oils, linseed oil, lithopone, white barytes, painters' materials, graphite, raw and synthetic rubber, nylon twine for fishing, coir ropes, agar wood, domenuts, feathers, umbrella fittings, glue, gum, resins, lac, shellac, stearine, wax and sizing material.

### Policy changes

Changes in the licensing policy include: direct imports of scooters, motorcycles and other automotive vehicles for personal use are discontinued in West Pakistan; direct imports of tires, tubes and automotive spare parts have been discontinued; road rollers have been added to the open general license list; newcomers to the import trade from Lahore, Dacca, and Narayanganj will be permitted to apply for open general licenses;

New traders may import coconut oil (in East Pakistan), spices (in West Pakistan) and photographic films; sheet and plate glass, flax twist yarn, transfer paper labels, rubber thread, and bristles are added to the list of items importable under regular license; life-saving drugs on the free list are to be imported only by drug industries as raw materials; beer and most kinds of paper and paperboard have been placed on the "bonus" list, to be imported by exporters.

The liberal trade policy has been continued to encourage increased production, maintain reasonable price levels, provide a greater availability of quality consumer goods, and increase the quantity and variety of exportable goods.

For further information on the current policy for specific commodities or industries, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

## Lebanon requires licenses for imports of molasses

Importation of molasses into Lebanon is now subject to import licensing, obtainable only by distillers and fodder manufacturers.

Sugar refineries are permitted to sell molasses only to alcohol distillers and fodder manufacturers, and all sales must be Government-authorized.

Any excess molasses held by distillers and fodder manufacturers may be transferred only to other distillers and fodder manufacturers, except by Government approval.

# EEC Commission reports return to internal, external economic equilibrium in late 1964

The European Economic Community returned to internal and external economic equilibrium during the latter part of 1964 and recorded a slight surplus in its balance of payments, according to an EEC Commission report on the Community's economic situation.

Robert Marjolin, Commission Vice President, who presented the report to the European Parliament, discussed short-term economic developments as well as the objectives of the Community's medium-term economic policy.

The growth of GNP in 1964 was higher than had been predicted early in the year for all countries except Italy. However, Italy is the only member country for which an increase in the growth rate is expected for 1965.

The actual growth rate for 1963 and the estimated rates for 1964 and 1965 are respectively for the following countries: Germany, 3.2%, 6.5%, 5%; France, 4.4%, 5%, 3.5%; Italy, 4.8%, 2.5%, 3%; Netherlands, 3.6%, 6.5%, 3.5%; Belgium, 3.6%, 5%, 3.5%.

For the Common Market as a whole these rates are 3.9%, 5% and 4%.

### This year's prospects

Prospects for 1965 indicate that inflationary pressure on demand will be the principal factor for slackening growth in most countries except Germany where capacity employment of resources will be the main problem.

The report did not suggest any stimulatory measures be undertaken at present, but mentioned investment revival in Italy and the increase of low-cost housing as priority projects if new measures are required in the future.

The Commission called for a Community medium-term policy coordinating public and private initiative and mentioned U.S. economic policy as an example. It stressed the need for improved capital markets to facilitate financing for European firms which have been penalized in the past by a lack of capital to meet international competition.

Marjolin noted that the Community's medium-term policy was concerned with problem industries, like shipbuilding, which faced low-wage competition and did not involve plans for non-problem industries which were to be left to the competition of the free market.

The Commission report suggested the 5% annual budget growth limitation, established as a short-term policy objective in April 1964, as a guide for medium-term policy as well.

For the balance of payments, the report indicated the Community should attempt to run a current surplus to finance capital flows to less developed countries and should allow for a long-term capital inflow into Italy from the other member countries to support its economic development which is several years behind the rest of the Community.

## South Africa restricts imports of certain consumer goods

South Africa has announced it will impose tighter controls in 1965 on the importation of certain consumer goods.

Items affected by these new controls are subject to import quotas and have been moved from the Group A quota list of more-essential consumer goods to the Group B quota list of consumer goods considered to be less-essential or luxuries.

Among affected items are certain articles of infant's wear, household crockery and glassware (excluding ornaments), vacuum cleaners, cutlery, knitting and sewing machines, certain musical instruments, pens and pencils, gardening tools, firearms and room air-conditioners.

Although importation of these goods will be controlled more strictly, there has been no indication that South Africa's 1965 import quota of these items actually will be less than the 1964 quota.

Importers will receive an initial allocation of licenses for these goods for 1965 based on 50% of their total quota for 1964 (the initial allocation for 1964 was also 50% of the 1963 quota).

The Government of South Africa has assured importers that no shortages of these consumer goods will be allowed to develop, and that additional allocations will be made periodically during 1965.

## Norway opens apple quotas

The Norwegian Government has announced that the season during which apples may be imported into Norway will close June 30. This open season applies to the U.S.

The latest import quota is 16,000 tons and will be distributed on basis of individual imports during the previous period.

# South Africa adopts tariff nomenclature, new invoice system

A new tariff nomenclature and invoice system, using the International Brussels Nomenclature, has been adopted by the Republic of South Africa and is now in effect.

South Africa's introduction of the standardized Brussels system, used in the customs tariffs of many other countries, will facilitate the identification of commodities in the South African Customs Tariff.

The U.S. does not use the Brussels system. However, the nomenclature is used by many European countries, including the United Kingdom.

The prescribed form of invoice for shipments to South Africa has been revised to reflect the new South African tariff nomenclature. To assure proper customs clearance in South Africa, it is important to use the new shipping document and to complete it in detail. Officials say imported goods can be moved more readily through customs if invoices are marked with appropriate Brussels Tariff Numbers for each commodity.

In addition, the supplier should be certain that domestic and f.o.b. prices are printed clearly on the invoice. Frequent delays are encountered in processing invoices which reflect only the c.i.f. price, with no indication of freight costs.

The special invoice form required by South Africa may be typed or printed on the exporter's letterhead, or it may be printed by local stationers if the exact form is followed.

The invoice form is No. CE/DA.S.3.01, "Standardised Invoice for the Export of Goods to the Republic of South Africa." Loan copies are available from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Under the new customs regulation, imported goods may be entered officially through South African customs and the duty paid at the prevailing rate upon receipt of the supplier's documents, regardless of whether the goods have arrived in South Africa.

Because local customs duty rates frequently are raised, it would be advantageous to the exporter to forward his shipping documents to the South African clearing agent immediately after goods are shipped from the port of loading.

## India announces quotas on raw goatskin exports

The Government of India has announced export quotas of raw goatskins during 1965.

Each exporter having a record of shipments exceeding 110,000 skins during any year between 1954 and 1958 may export 50% of his highest level of sales (in terms of number of skins) during any year between 1954 and 1958. If this formula would result in a quota of less than 110,000 skins, the quota is nevertheless 110,000 skins.

Each exporter having a record of shipments of less than 110,000 skins during every year between 1954 and 1958 is entitled to an export quota of 100% of his highest level of sales between 1954 and 1958.

License applications will be considered "on the basis of merit" from exporters having a record of sales during 1959 (the year before the goatskin export quota became effective) but with no record of sales between 1954 and 1958.

These quotas are the latest in a series of reductions announced by the Government to promote export of tanned and semi-tanned skins in place of the raw product.

## Import registrations extended in Colombia

Import registrations in Colombia which could not be used because of the U.S. dock strike may be extended upon application. Extensions are normally granted for a maximum of 90 days.

## Ghana establishes two new state trading organizations

Ghana will establish two state trading organizations to increase the public sector share in retail and import trade, according to a Government announcement.

The organizations will be in addition to the existing Ghana National Trading Corporation (GNTC), which handles a wide line of imports.

One of the new corporations, the State Textile Corporation, is to specialize in the import and distribution of textiles and related goods. The State Transport and Machinery Corporation will deal in machinery, hardware, building materials and cars, and will have facilities to provide technical services.

# LAFTA schedules industry meetings

The Latin American Free Trade Association (LAFTA) has scheduled several meetings of representatives of Latin American industries to discuss common problems and solutions within the framework of LAFTA, possibly through development of complementarity agreements.

The meetings also are designed to establish contacts among representatives of a specific industry within the LAFTA area.

The schedule of industrial sector meetings follows:

**March 15—Railway equipment**
**March 29—Machine tools**
**April 12—Machinery for industrialization of farm products**
**April 26—Equipment for generation, transmission and distribution of electricity**
**May 10—Printing machinery; textile machinery**
**May 24—Domestic electrical appliances**
**June 7—Mining and road building machinery** (At the same time there will be a meeting of LAFTA public works contractors.)
**June 14—Electronics and electrical communications industries**
**June 21—Ball bearings and chains**
**July 5—Basic chemical industry**
**July 19—Meters for gas, water, electricity, taximeters and traffic signals**
**Aug. 9—Automotive industry**

In addition to the schedule, the LAFTA Secretariat submitted lists of products of particular interest to these industries for comments to the appropriate industry representatives in the nine LAFTA countries, for additions or deletions. These lists will form the subject matter of the industrial sector meetings.

Representatives of U.S. businessmen in these fields in LAFTA countries suggest items of particular interest through the respective LAFTA delegations, the Asociacion de Industriales Latinoamericanos (AILA), Montevideo, or local Chambers of Industries in the LAFTA countries.

## Peanut exports banned

India has banned exports of hand-picked-selected peanut kernels. Exports of edible oils had been banned previously because of a shortage of supplies and rising prices in the domestic market.

# Indian manufacturers seek joint venture with U.S. companies

## *Steel castings, forgings*

A glass manufacturer in Gujarat is interested in a joint venture with an experienced U.S. firm to manufacture annually 3,000 tons of austenitic, manganese, and light alloyed steel castings.

The company plans to establish the plant at Vallabh Vidyanagar, about 200 miles from Bombay.

The proposed project will cost approximately $1 million. A U.S. partner is sought to provide approximately $420,000 to be used for importing machinery and equipment for the project.

In addition, the U.S. firm is expected to provide technical know-how and services of technicians. The domestic portion of the required capital for the venture will be raised by a public issue of stock, loans from Indian financial institutions, and from the resources of the Indian firm.

According to the firm, some raw material required for the project will have to be imported (graphite electrodes and fluorspar). However, such basic raw materials as steel scrap and ferroalloys are available locally. Skilled and unskilled labor, land, water supply, electric power and other production facilities needed are readily available.

Demand for steel castings and forgings in India is reported to exceed the supply by a large margin. The industry is given a high priority by the Indian Government regarding creation of further manufacturing capacity within the country.

Approximately 90% of the proposed production will be used domestically and about 10% will be exported to Middle East or Far Eastern countries. With the rapid development of engineering industries in India, the demand for castings and forgings is expected to rise considerably.

According to local trade sources, unless substantial manufacturing capacity is created within a reasonable time, steel castings and forgings will continue to command a sellers market into the foreseeable future.

**Write:** Shree Vallabh Glass Works, Ltd., Vallabh Vidyanagar, Gujarat, India.

For a limited amount of information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3323-7, Department of Commerce, Washington, D.C., 20230.

## *Pig iron production*

A large, progressive mining firm in Goa, India, proposes to establish a plant to manufacture 300,000 metric tons of pig iron a year by continuous casting process and would like to contact a U.S. firm interested in participating on joint venture basis.

The extent of U.S. participation in the proposed project is subject to negotiation.

Except for metallurgical coke, other raw materials required for the proposed project including iron ore, manganese ore, limestone, dolomite, phosphates are available locally. Adequate provision for power supply would have to be made since power from the public utility system is not expected to be adequate.

The present company owns large iron ore mines and has 21 motor barges with carrying capacities from 250 to 450 tons.

It has a trained managerial staff, including some foreign trained engineers, and employs approximately 580 people on direct hire and an equivalent number under contractors' agreements.

A continuing shortage of foundry grade pig iron exists in India and the situation is not likely to improve in the foreseeable future unless a sufficient number of pig iron units become operative.

According to the firm, India is still required to import a semi-finished raw material such as pig iron after 13 years of planned efforts. The Government, recognizing the problem and the widening gap between increasing demand and available supply, now has decided to permit the private sector to set up pig iron plants.

**Write:** V.S. Dempo and Co., Ltd., Avenida de Brasil, Campal, Panjim, Goa, India.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3312-9, Department of Commerce, Washington, D.C. 20230.

## *Gas cylinders factory*

A Bombay importer and distributor of electrical equipment would like to manufacture gas cylinders on a joint venture basis with an experienced U.S. firm.

The proposal calls for establishing a factory to produce annually 60,000 gas cylinders for bottling liquified petroleum gas and 80,000 gas cylinders for bottling oxygen and other compressed dry gases.

A site at Malampoza in Kerala State has been tentatively selected for the plant. Power, water and transportation facilities are available at this site.

Capital requirements for the proposed project are not available. The Indian firm, however, is willing to allot about 45% of the capital and participation in the management of the new venture. In addition to capital, the U.S. partner is expected to provide the technical know-how required to undertake the project.

According to knowledgeable trade sources, a considerable amount of the current requirement for gas cylinders in India is met through imports.

With the rapid growth of the industrial gas industry and the petroleum refining capacity of the country, it is anticipated that the demand for gas cylinders will be quite large. At present there are few firms in India engaged in producing the product.

**Write:** Telecord Cable Co., 2nd Fl., Bombay Mutual Annexe, Gunbou St., Fort, Bombay 1, India.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3443-2, Department of Commerce, Washington, D.C., 20230.

## *Typewriter ribbons*

An Indian firm with diversified industrial interests plans to establish a company to manufacture typewriter ribbons and carbon paper in Goa.

The concern would like to contact a U.S. firm to discuss a possible joint venture in the project. Total investment is estimated at $105,000.

The amount of capital participation in the venture by the U.S. firm is open to negotiation, but it is expected that this would approximate the cost of required imported machinery. Technical know-how would also be a requirement.

According to the data provided by the Indian firm, about 73% of the machinery and 17% of the raw materials required for the project will be imported.

Land, labor, water, communication facilities and electric power for the project are stated to be available.

Planning calls for an eventual increase of production items to include stencil papers, duplicating inks, waxless carbon papers, heat and pressure sensitive papers and related products. The Indian firm has already obtained permission from the Government of Goa to set up the plant.

**Write:** Chowgule and Co., Pvt. Ltd., India House, Fort St., Bombay 1, India.

For additional details concerning the proposal, **write:** Bureau of International Commerce, Office of International Investment, File 4-3955-1, Department of Commerce, Washington, D.C. 20230.

## Rwanda seeks production of hoes, agricultural tools

Rwanda is offering a U.S. firm an opportunity to establish a manufacturing facility to produce hoes and other hand tools.

The country's agriculture is conducted almost exclusively with imported steel hoes.

The Rwandan Minister of Finance claims that 1,000,000 hoes are needed annually. An adviser to the Ministry of Finance favors this project and estimates that such a factory would cost about $100,000.

A United Nations expert in Rwanda estimates the country's need for hoes at approximately 500,000 annually. While this number falls short of the estimate made by the Minister, these figures represent minimum needs and the Minister specified that export of hoes to adjacent countries is contemplated.

In addition Rwanda consumed about 50,000 machetes in 1964 and 50,000 sickles of a special type favored by the farmers.

A Chillington-crocodile type hoe with both blade and handle socket of steel is favored. While there is a surplus capacity of hydroelectric power and abundant unexploited sites, steel for the hoes would have to be imported. Unskilled labor is plentiful.

The Government is anxious to encourage foreign investment and looks favorably on efforts to produce or save foreign exchange and train skilled workers.

**Write:** Minister of Finance, Republic of Rwanda, Kigali, Rwanda.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 1-3423-2, Department of Commerce, Washington, D.C., 20230.

### Reports on foreign firms

A World Trade Directory Report (WTD) is available on each private foreign firm mentioned in this section. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation and other factors, are available for $1 each from the Bureau of International Commerce, (BIC-8120), Department of Commerce, Rm. 6059 B, Washington, D.C., 20230. (Telephone: 202-WO 7-4203).

In addition, businessmen can obtain further pertinent information on the proposals in developing countries by contacting BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

### SEALING RINGS, GASKETS

Cross licensing arrangement to manufacture sealing rings, gaskets, similar products produced from polytetrafluorathylen sought by manufacturer of rubber, asbestos products.

**Write:** Pampus Deutsche Gummi- und Asbestgesellschaft, 127 Krefelder Strasse Postfach 126, 4005, Buederich b. Duesseldorf, Germany.

### NATURAL GAS BURNERS

Licensing arrangement for manufacture of natural gas burners for industrial purposes sought by manufacturer of steel containers, tanks, welded structures.

**Write:** August Moeller, Maschinen- und Apparatebau, 91 Osnabrueckerstrasse, 4535 Westerkappeln. Germany.

### SPECIAL VEHICLE BODIES

Producer of bus bodies interested in licensing arrangements with U.S. producers of bodies for special purpose vehicles, such as ambulances, fire trucks, airport servicing equipment.

**Write:** P.O. box 645, Kobe Central, Kobe, Japan.

### CONTAINERS, TUBES, BOTTLES

License sought from U.S. producers for plastic, metal and foil packaging containers, tubes, vials, bottles; monobloc containers of aluminum, plastics, other materials to supplement present line.

**Write:** Gruma GmbH, 7322 Donzdorf/Wuertt., Germany.

# Firms in Norway, New Zealand offer licensing rights

A master brake and equalizing device for farm tractors is offered for U.S. production under license from New Zealand and a leakproof curtain wall construction system is available from Norway.

For additional information and the names and addresses of the firms, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to the appropriate File number assigned.

New Zealand firm offers licensing rights for U.S. production of a master brake and equalizing device for farm tractors. It consists of a lever swung between the two independent brake pedals and terminating in a pedal position for easy operation without interfering with the other brake pedals.

A cross bar is pivoted on the lever which pulls on the two independent brake pedals. The cross bar can apply no pressure to one brake pedal until it strikes the same resistance on the other pedal. A hand brake can be attached to the master brake lever to ensure equal braking on both wheels.

The firm claims its device can be attached readily and inexpensively to all makes of farm tractors. It has been under continuous testing for three years at an agricultural college and is now reported to be considered safe by the New Zealand Department of Agriculture and National Safety Assn. **File 1305.**

Leakproof curtain wall construction system is now available for U.S. production under license from a Norwegian firm. This system relies on a "wind trap" rather than seals to prevent leakage in joints or seams.

Around and behind every panel is a blind and continuous cavity which acts as the "wind trap." As a result, the firm claims, water and snow and air cannot enter. A number of office and factory buildings have been constructed in Scandinavia employing this curtain wall principle and have, reportedly, successfully withstood severe northern winters with no leakage of any kind.

Patents have been issued in the United Kingdom, Canada, Belgium, France, Italy, and Norway; and have been applied for in many other countries including the U.S. **File 1306.**

# UN approves 66 projects

## Consultative services, training of manpower, research and planning needed

Sixty-six recently approved United Nations Special Fund projects, totaling over $172 million, offer an opportunity to U.S. firms to compete internationally in providing consultative services, or equipment and materials.

The projects fall into four main categories: Surveys of natural resources and industrial feasibility studies to attract investment; applied research to meet the differing technological requirements; training of skilled manpower; and economic development planning.

U.S. firms interested in further details on any of these projects may obtain additional information by contacting the Department of Commerce at the address indicated in the last paragraph of this article.

Following is a listing, by project number, country and type assistance requested, of the approved projects:

SF/R.10/add. 1-ALGERIA: **Industrial and marketing surveys on petroleum derivatives and natural gas;** fund allocation: $827,300; recipient government contribution: $320,000; duration: two years; executing agency: United Nations.

SF/R.10/Add. 2-ARGENTINA: **Fishery development project;** fund allocation: $1,509,400; recipient government contribution: $1,572,000; duration: five years; executing agency: Food & Agriculture Organization.

SF/R.10/Add. 3-ARGENTINA: **Sheep husbandry research** in Patagonia; fund allocation: $982,300; counterpart contribution: $1,875,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 4-BOLIVIA: **Feasibility survey for the exploitation of the Mutun iron ore and its transport;** fund allocation: $819,300; counterpart contribution: $362,000; duration: one and a half years; executing agency: UN.

SF/R.10/Add. 5-CAMBODIA: **Pilot station for irrigated agriculture,** Battembang; fund allocation: $603,500; counterpart contribution: $500,000; duration: four years; executing agency: F.A.O.

SF/R.10/Add. 7-TAIWAN: **Forest and forest industry development;** fund allocation: $765,000; counterpart contribution: $307,000; duration: three years; executing agency: F.A.O.

SF/R.10/Add. 8-TAIWAN: **National Maritime Development Institute, Taipei;** fund allocation: $1,492,700; counterpart contribution: $6,157,000; duration: four years; executing agency: UN.

SF/R.10/Add. 9-COLOMBIA: **National Forestry Institute and forest rangers' school;** fund allocation: $941,500; counterpart contribution: $1,087.000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 10-COSTA RICA: **Survey and development of selected forest areas;** fund allocation: $514,600; counterpart contribution: $337,000; duration: four years; executing agency: F.A.O.

SF/R.10/Add. 11-DOMINICAN REPUBLIC: **Animal production and veterinary training,** University of Santo Domingo; fund allocation: $1,253,300; counterpart contribution: $1,540,000; duration: four years; executing agency: F.A.O.

SF/R.10/Add. 12-DOMINICAN REPUBLIC: **Surveys for the multi-purpose development of the Yague del Norte and Yaque del Sur River basins;** fund allocation: $1,292,300; counterpart contribution; $1,589,000; duration: two years; executing agency: International Bank for Reconstruction & Development.

SF/R.10/Add. 13-EL SALVADOR: **Groundwater survey of the metropolitan area of San Salvador;** fund allocation: $686,100; counterpart contribution: $473,000; duration: three and a half years; executing agency: U.N.

SF/R.10/Add. 14-EL SALVADOR: **Survey of geothermal resources;** fund allocation: $995,900; counterpart contribution: $479,000; duration: two and a half years; executing agency: U.N.

SF/R.10/Add. 15-ETHIOPIA: **Institute of Agricultural research;** fund allocation: $2,057,800; counterpart contribution: $2,612,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 16-ETHIOPIA: **Training of secondary school teachers** at the faculty of education, Haile Selassie I University, Addis Ababa; fund allocation: $1,599,500; counterpart contribution: $4,329,000; duration: five and a half years; executing agency: United Nations Educational, Scientific & Cultural Organization.

SF/R.10/Add. 17-GHANA: **Fishery research unit;** fund allocation: $1,413,600; counterpart contribution: $850,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 18-GUATEMALA: **Mineral surveys in two selected zones;** fund allocation: $801,000; counterpart contribution: $469,000; duration: three years; executing agency: U.N.

SF/R.10/Add. 19-INDIA: **Extension of the Calcutta water resources survey;** fund allocation: $382,300; counterpart contribution: $189,000; duration: one and one half years; executing agency: World Health Organization.

SF/R.10/Add. 20-INDIA: **Grassland and fodder development;** fund allocation: $1,536,400; counterpart contribution: $3,277,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 21-INDIA: **Groundwater surveys in Rajasthan and Uttar Pradesh;** fund allocation: $941,900; counterpart contribution: $904,000; duration: four years; executing agency: UN.

SF/R.10/Add. 22-INDIA: **Soil survey and soil and water management research and demonstration in the Rajasthan Canal area;** fund allocation: $869,300; counterpart contribution: $920,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 25-IRAN: **Hides, skins and leather development;** fund allocation: $718,200; counterpart contribution: $973,000; duration: four and one half years; executing agency: F.A.O.

SF/R.10/Add. 26-IRAN: **Wheat and barley improvement;** fund allocation: $855,100; counterpart contribution: $6,000,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 27-IRAQ: **Institute of Cooperation and agricultural extension,** Abu-Ghraib; special fund allocation: $928,900; counterpart contribution: $1 million; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 28-IRAQ: **Petroleum Institute, Baghdad;** fund allocation: $962,300; counterpart contribution: $1,995.000; duration: five years; executing agency: UNESCO.

SF/R.10/Add. 29-JAMAICA: **Assistance to the survey department of Jamaica;** fund allocation: $339,100; counterpart contribution: $410,000; duration: four years; executing agency: UN.

SF/R.10/Add. 30-JORDAN: **Investigation of the sandstone aquifers of East Jordan;** fund allocation: $1,167,100; counterpart contribution: $1,215,000; duration: four years; executing agency: F.A.O.

SF/R.10/Add. 31-KUWAIT: **Kuwait Institute of economic and social planning in the Middle East;** fund allocation: $904,600; counterpart contribution: $2,800,000; duration: five years; executing agency: UN.

SF/R.10/Add. 32-MALAYSIA: **Faculty of Engineering, University of Malaya, Kuala Lumpur;** fund allocation: $734,800; counterpart contribution: $1,824,000; duration: five years; executing agency: UNESCO.

SF/R.10/Add. 33-MALI: **Agricultural instructors and extension workers training program;** fund allocation: $579.100; counterpart contribution: $474,000; duration: four years; executing agency: International Labour Organization.

SF/R.10/ADD. 34-MALI: **Rural polytechnic institute, Katibougou;** fund allocation: $1,503,600; counterpart contribution: $4,424,000; duration: six years; executing agency: UNESCO.

SF/R.10/Add. 35-MALTA: **Horticultural demonstration and Training Center;** fund allocation: $703,200; counterpart contribution: $646,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 36-MEXICO: **National institute of forest investigations;** fund allocation: $1,684,800; counterpart contribution: $6,000,000; duration: six years; executing agency: F.A.O.

SF/R.10/Add. 37-NIGER: **National School of Administration;** fund allocation: $669,700; counterpart contribution: $479,000; duration: five years; executing agency: UN.

SF/R.10/Add. 38-NIGER: **Nursing training school, Niamey;** fund allocation: $496,600; counterpart contribution: $563,000; duration: five years; executing agency: W.H.O.

SF/R.10/Add. 39-NIGERIA: **Study of highway development in Western Nigeria;** fund allocation: $290,000; counterpart contribution: $180,000; duration: one and one half years; executing agency: IBRD.

SF/R.10/Add. 40-PAKISTAN: **Survey for the development of fisheries in East Pakistan;** fund allocation: $1,505,800; counterpart

contribution: $1,145,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 41-PANAMA: **Mineral survey of the Azuero area;** fund allocation: $823,400; counterpart contribution: $546,000; duration: three years; executing agency: UN.

SF/R.10/Add. 42-PANAMA: **Survey of irrigation development in the valley of the La Villa river;** fund allocation: $969,600; counterpart contribution: $782,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 43-PARAGUAY: **Navigation study of the Paraguay river south of Asuncion;** fund allocation: $801,300; counterpart contribution: $850.000; duration: four years; executing agency: UN.

SF/R.10/Add. 44-PERU: **Land and water use surveys for the development of the Huaura River Basin;** fund allocation: $807,900; counterpart contribution: $920,000; duration: three years; executing agency: F.A.O.

SF/R.10/Add. 45-PHILIPPINES: **Demonstration and training in forest, forest range and watershed management;** fund allocation: $715,500; counterpart contribution: $578,000; duration: four years; executing agency: F.A.O.

SF/R.10/Add. 46-REPUBLIC OF KOREA: **Fine instruments center, Seoul;** fund allocation: $1,022,100; counterpart contribution: $847,000; duration: five years; executing agency: UNESCO.

SF/R.10/Add. 47-RUMANIA: **Establishment and operation of pilot irrigation stations in the Danube Plain;** fund allocation: $1,113,300; counterpart contribution: $7,290,000; duration: four years; executing agency: F.A.O.

SF/R.10/Add. 48-SIERRA LEONE: **Training of secondary school teachers at the Milton Margai Training College, Freetown;** fund allocation: $996,800; counterpart contribution: $2,680,000; duration: six years; executing agency: UNESCO.

SF/R.10/Add. 49-SOMALIA: **Highway development program;** fund allocation: $2,095,000; counterpart contribution: $800.000; duration: five years; executing agency: IBRD.

SF/R.10/Add. 50-SPAIN: **Hydrogeological investigations in the Guadalquivir River Basin;** fund allocation: $723,300; counterpart contribution: $737,000; duration: three years; executing agency: F.A.O.

SF/R.10/Add. 51-SYRIAN ARAB REPUBLIC: **Planning institute for economic and social development, Damascus;** fund allocation: $653,100; counterpart contribution: $709,000; duration: five years; executing agency: UN.

SF/R.10/Add. 52-THAILAND: **Small industries service institute, Bangkok;** fund allocation: $907,000; counterpart contribution: $1,524,000; duration: five years; executing agency: ILO.

SF/R.10/Add. 53-THAILAND: **Survey of minerals and mineral processing industries in the north-east;** fund allocation: $280,300; counterpart contribution, equivalent of: $134,000; duration: one and one half years; executing agency: UN.

SF/R.10/Add. 54-TURKEY: **Faculty of engineering, Middle East Technical University, Ankara;** fund allocation: $1,607,500; counterpart contribution, equivalent of: $6,675,000; duration: five years; executing agency: UNESCO.

SF/R.10/Add. 55-TURKEY: **Research and training centers for the production, processing and marketing of fruit and vegetables;** fund allocation: $1,836,800; counterpart contribution, equivalent of: $3,414,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 56-UGANDA: **Feasibility studies for the development of groundwater in Karamoja, North-eastern Uganda;** fund allocation: $682,000; counterpart contribution, equivalent of: $300,000; duration: two and one half years; executing agency: UN.

SF/R.10/Add. 57-UGANDA: **Management training and advisory center, Kampala;** fund allocation: $1,121,000; counterpart contribution: $648,000; duration: five years; executing agency: ILO.

SF/R.10/Add. 58-UNITED ARAB REPUBLIC: **Institute of petroleum and mining engineering at Suez;** fund allocation: $937,800; counterpart contribution: $1,288,000; duration: five years; executing agency: UNESCO.

SF/R.10/Add. 59-UNITED REPUBLIC OF TANZANIA: **Industrial studies and development center, Dar-es-Salaam;** fund allocation: $481,300; counterpart contribution, equivalent of: $170,000; duration: three years; executing agency: UN.

SF/R.10/Add. 60-UNITED REPUBLIC OF TANZANIA: **National institute for productivity, Dar-es-Salaam;** fund allocation: $857,700; counterpart contribution, equivalent of: $325,000; duration: five years; executing agency: ILO.

SF/R.10/Add. 61-UNITED REPUBLIC OF TANZANIA: **Southern Highlands sheep-raising project;** fund allocation: $925,000; counterpart contribution, equivalent of: $987,000; duration: five years; executing agency: F.A.O.

SF/R.10/Add. 62-UNITED REPUBLIC OF TANZANIA: **Training of secondary school science teachers at the Faculty of Science of the University College, Dar-es-Salaam;** fund allocation: $967,400; counterpart contribution, equivalent of: $3,000,000; duration: five and one-half years; executing agency: UNESCO.

SF/R.10/Add. 63-VENEZUELA: **Venezuelan institute of productivity;** fund allocation: $1,076,000; counterpart contribution, equivalent of: $1,711,000; duration: five years; executing agency: ILO.

SF/R.10/Add. 64-REGIONAL-**Central African Republic and Cameroon: Transport survey of southern regions;** fund allocation: $2,134,500; counterpart contribution, equivalent of: $1,645,000; duration: three years; executing agency: IBRD.

SF/R.10/Add. 65-REGIONAL-**Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua: Central American fishery development project;** fund allocation: $1,828,900; counterpart contribution, equivalent of: $2,170,000; duration: six years; executing agency: F.A.O.

SF/R.10/Add. 66-REGIONAL-**Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua and Panama: Eradication of the Mediterranean fruit fly;** fund allocation: $823,800; counterpart contribution, equivalent of: $425,000; duration: three years; executing agency: International Atomic Energy Agency.

SF/R.10/Add. 67-REGIONAL-**Guinea, Mali, Mauritania and Senegal: Feasibility study for the regulation of the Senegal river;** fund allocation: $1,112,200; counterpart contribution, equivalent of: $145,000; duration: two and a half years; executing agency: UN.

SF/R.10/Add. 68-REGIONAL-**Guinea, Mali, Mauritania and Senegal: Hydro-agricultural survey of the Senegal River basin;** fund allocation: $4,000,300; counterpart contribution, equivalent of: $611,000; duration: five and one half years; executing agency: F.A.O.

SF/R.10/Add. 69-REGIONAL-**Kenya, Uganda and the United Republic of Tanzania: Lake Victoria fisheries research;** fund allocation: $763,400; counterpart contribution, equivalent of: $580,000; duration: five years; executing agency: F.A.O.

Summaries of the foregoing may be obtained from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674. **Inquiries should contain project number for each "Summary" desired.**

# New Trade Lists

*The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.*

*Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless marked otherwise.*

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—The Netherlands.

American Firms, Subsidiaries and Affiliates—El Salvador.

Automotive Vehicle and Equipment Importers and Dealers—Dominican Republic, Feb.

Automotive Vehicle and Equipment Importers and Dealers—United Kingdom.

Automotive Vehicle and Equipment Importers and Dealers—Uruguay, Feb.

Book, Magazine and Periodical Importers and Dealers—United Kingdom.

Boot and Shoe Importers and Dealers—Japan.

Cannery and Frozen Food Producers and Exporters—Japan.

Curio, Novelty and Handicraft Manufacturers and Exporters—Turkey.

Electronic Equipment, Electron Tube, and Other Electronic Component and Accessory Importers, Dealers and Manufacturers—El Salvador, Feb.

Machinery and Equipment, Farm Importers and Dealers—Dominican Republic.

Machinery and Equipment, Farm Importers and Dealers—Belgium.

Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Malaysia.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—Honduras, Feb.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Colombia, Feb.

Petroleum Products Importers, Dealers, Producers and Refiners—Uruguay, Feb.

Plastic Material Importers, Dealers and Manufacturers—Tunisia, Feb.

Printers, Lithographers, Engravers and Publishers—Syria.

Provisions Importers and Dealers—Norway.

# Prequalification bids invited by Malaya on irrigation project

## Five contracts to be awarded are valued at $35,200,000

Tenders are expected to be invited in May or June for the construction of five engineering works forming the Muda River Irrigation Project in Kedah State, Malaya.

Contracts will include a rockfill dam, steel and concrete conduits, a concrete spillweir and earth-fill impounding embankment, concrete-lined tunnels with intake and outfall structures, a reinforced concrete dam, unlined irrigation canals, and ancilliary structures such as major and minor bridges, underpass siphons, barrages, and regulators. Total estimated value of the five contracts is $35,200,000.

Engineering contractors wishing to qualify for tender should apply by March 31 to: Sir William Halcrow & Partners, Consulting Engineers, Stanhope House, 47 Park Lane, London, SW 1.

Details of the contracts in brief may be obtained by firms located in the U.S. from the Water Industries & Engineering Services Division, BDSA, Department of Commerce, Washington, D.C. 20230.

## Further extension given by India on shop bids

The Director, Signal & Telecom Railway Board, New Delhi, has again extended the deadline from Feb. 15 to March 31 for bids on tender No. 64/W3/SG/WS/4 to construct a shop for the manufacture of electrical railway signaling equipment. (INTERNATIONAL COMMERCE, Nov. 30, 1964, p. 36, and Jan. 11, 1965, p. 36).

## Reconstruction bids sought by Libya for City of Barce; 693 residential units planned

Libya's Barce Reconstruction Organization is inviting bids for reconstruction of the City of Barce in the Province of Cyrenaica, which was devastated by an earthquake.

Bid deadline is March 1.

Project plans call for 693 residential units, public buildings and utilities that list water distribution and sewerage systems, including a pumping station, electrical distribution, telephone cables, streets, sidewalks, a storm water drainage system and grading.

Residential construction will include 284 detached single-story dwelling units, 217 semi-detached, single-story dwellings and 192 units in 48 two-story building units.

Public buildings are to include schools (2 kindergartens, 2 primary and preparatory), post and telegraph office, police station, mosque, market, dispensary and a theater-social center.

Materials to be used for construction are reinforced concrete and masonry, streets are to be base paved with a plant-mixed bituminous surface, cast iron and galvanized steel for the water distribution system, and vitrified clay or concrete pipe for sewers. As concrete block will be used, the contractor may wish to install an on-the-site manufacturing plant within distance to available sand and aggregate. Two wells supply the present available water.

Bidders are required to submit a 2% deposit by certified check or bank guarantee with their bid application. The successful bidder will be required to make a 5% deposit before signing of the contract.

Additional tender details are expected soon; however, a copy of the "Planning Report" may be seen for general reference and review in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230.

## Bids requested by Kenya on reconstruction of roads

The Ministry of Works, Communications & Power, Nairobi, has issued invitation notices for U.S. contractors' applications to reconstruct and bituminize about 26 miles of the Kiganjo-Nanyuki Road and bituminize only about 22 miles of the Sagana-Embu Road.

Bid deadline is Feb. 27.

**Write:** The Chief Engineer (Roads), Ministry of Works, Communications & Power, P.O. Box 30260, Nairobi, Kenya.

Plans for the Kiganjo-Nanyuki Road (B16/4) call for realignment, but following the existing general route. Work will include construction of eight reinforced concrete bridges, installation of ARMCO culverts at 2 sites and required drainage structures, gravel base courses, and double seal bituminous surfacing.

Work on the Sagana-Embu Road (B20/1) will include alignment of the existing road, re-centering the existing earth work, re-shaping road to subgrade level, construction on gravel base courses and double seal bituminous surfacing.

Experienced road and bridge-building firms are invited to submit applications on both roads, to be contracted as one under an I.D.A. Loan Program.

Drawings, contract, specifications and tender forms will be sent to approved applicants from the Ministry.

A copy of the tender notice is available to firms located in U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. Telephone: 202-967-3601.

## Philippines issues addendum for aqueduct specifications

The National Waterworks & Sewerage Authority has issued addendum No. 1, acknowledgment, specifications document and two blueprint plans to Contract No. 1-2b, construction of proposed 3rd Bicti-Novaliches Aqueduct at Norzagaray, Bulacan, and Novaliches, Quezon City, Philippines.

Bid deadline is Feb. 25. (INTERNATIONAL COMMERCE, Feb. 8, 1965, p. 41 and Jan. 25, 1965, p. 23). (COMMERCE BUSINESS DAILY, Jan. 20 and Jan. 29).

A copy of the specifications, contract documents book and blueprint plans are available for review only, not for loan, in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230.

## West Pakistan seeks bids on production machinery and supporting equipment

West Pakistan's Railway Board is inviting bids for a variety of machine tools and supporting equipment to modernize and expand railway repair and maintenance shops.

Items included in Tender No. PR-1/65/PMP/1, Serial No. 43 are: 2 air compressors, 2 overhead 10-ton cranes, 2 traveling steam cranes, 20 arc welders, 3 solenium rectifiers and one battery charging rectifier, 1-cylinder boring stand, 1 jolt squeeze and turn over molding machine, 1-dynamic balancing machine, grinding machines including centerless, cylindrical, tool and cutter and bench types, chrome platting barrel, metal spray gun, bucket elevator, clay and rock crushers, 2 turret lathes, photostat machine, statfile recorder, printer & developer, duplicator with accessory equipment, spectrograph, portable x-ray plant, car wheel lathe, pneumatic 100 lb. hammer, metal band saw 30" x 30" table, 2-Brinell testers, 4 ½" portable electric drills, 2 ½ h.p. flexible shaft grinders, 2 1½-ton electric hoists, 1 ½" drill press, steel cable, wire rope, 2000 ft. 6" c.l. double flanged pipe, 1000 ft. 4" threated steel pipe, 1 crusher granulator.

Bid deadline is March 3.

**Write:** Railway Board, P.W.R. Headquarters (Rm. 7, First Floor), Empress Rd., Lahore, West Pakistan.

Bidding documents and specifications are available for inspection only (not for loan) by suppliers located in the U.S. in the Metalworking Equipment Division, BDSA, Rm. 4204, Department of Commerce, Washington, D.C. 20230.

## Philippines invites bids on power switching needs

Philippines' National Power Corp. is requesting bids for the supply of all outdoor substation equipment, accessories and supplies for the Calamba Substation, Calamba, Laguna, Luzon, Philippines.

Tender No. Sp65-DDe-23 calls for steel structures, installation and grounding materials, 69 and 115 kv disconnect switches, 69 and 115 kv power circuit breakers, 115 kv current and potential transformers, 97 kv lightning arresters, 15 kv single conductor potheads, double unit air compressor plant, 15 kv metal clad switchgear, 100 kva transformer, 15 kv lightning arresters, main control switchboard, station auxiliary switchboard, station battery and battery chargers.

Bid deadline is March 9.

**Write:** Office of the National Power Corp., 161 Bonifacio Drive, Port Area, Manila, Philippines no later than March 9.

Plans and specifications are available from the General Manager, National Power Corp. for $1.28 per set.

A copy of the specifications is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

## Bid deadline extended

Pakistan's Eastern Railway Board has extended the bid deadline for the supply of double wire interlocking equipment on 3 railway stations, Tender No. PD/LSIG/45/1, from Feb. 27 to March 23. (INTERNATIONAL COMMERCE, Feb. 1, 1965, p. 36).

## Bids invited by Turkey on tape recorders, lab equipment, generator

Turkey is offering a tender for photographic and cinematographic laboratory equipment, tape recorders, generator, and shears, in various sizes and quantities, including, but not limited to the following items:

Photographic developing tanks, enlargers, photocopying equipment, fully automatic slide projector, motion picture camera, film spools, various types of film developing and editing equipment; studio model tape recorder and a portable transistorized tape recorder; one 1500-w, 110/220 v. portable generator; print trimmer guillotine shears.

Bid deadline is March 5.

**Write:** Koy Isleri Bakanligi, Toprak ve Iskan Isleri, Genel Mudurlugu, 111 Sube Mudurlugu, Ankara, Turkey. (General Directorate of Land & Resettlement, the Ministry of Rural Affairs).

Copies of the tender terms and specifications are available to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

## Benghazi sports stadium tender issued by Libya

Libya's Central Tender Board is inviting tenders for the first stage construction of a sports stadium and auxiliary facilities in Benghazi.

Bid deadline is March 1.

**Write:** Secretary, Central Tenders Board, Ministry of Finance, Shiara Shatt, Tripoli. Bids should be mailed in sealed envelopes bearing the title "Benghazi Sports Stadium—First Stage" and the number "515," accompanied by an approximate U.S. $5,600 guarantee. Guarantees should be either in the form of a receipt issued by the Libyan Government Treasury, a check, or a letter of guarantee (valid for 3 months) issued by a bank in Libya. A 10% tender value deposit will be required when the awarded bidder signs the contract.

Specifications and contract terms are available for U.S. $70 (not refundable) from the Public Works Dept. in Benghazi or Tripoli or from the consultants, Munce & Kennedy, 80/84 Charlotte St., London, England.

## Jordan needs supply and installation of 30,000 feet of galvanized pipe

Jordan's Central Water Authority is inviting firms to tender for the construction of the Water Distribution System at Husn-Ajlun District. No partial bids will be accepted as the contract in its entirety consists of supplying and laying approximately 30,000 feet of galvanized iron pipe of 2, 3, and 4" diameters.

Bid deadline is Feb. 28.

**Write:** Director General of the Central Water Authority, Jabal Luweibdeh, P.O. Box 7, Amman, Jordan. Documents and drawings are available for inspection at this address. Interested bidders may obtain two copies of the bid schedule from the Central Water Authority upon payment of U.S.$28.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

# Leads for Exporters

***Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.***

### 012 Vegetable Farms

**GERMANY**—Pulses: peas, beans, lentils; for provisioning ships. Direct purchase or agency. Gebr. Schoemaker (importer, wholesaler, ship chandler), 29 Schlachte (P.O. Box 1237), 28 Bremen. WTD 1/25/65.

### 201 Meat Products

**GERMANY**—Raw and pickled sheep and goat skins, for leather manufacture; pickled slipes; partially tanned hides, all kinds. Direct import and/or exclusive agency. Requests quotations c.i.f. Rotterdam or Hamburg. Erich Schoeber (importer, sales agent, wholesaler), 2 Eschborner Weg, 6238 Hofheim/Ts. WTD 2/2/65.

Canned and frozen meat and poultry for provisioning ships. Direct purchase or agency. Gebr. Schoemaker (importer, wholesaler, ship chandler), 29 Schlachte (P.O. Box 1237), 28 Bremen. WTD 1/25/65.

**NETHERLANDS ANTILLES**—Complete line of canned meats. C.F. Muskus & Co. (El Ancora) (importer, retailer, wholesaler, agent), Heerenstraat 21 (P.O. Box 218), Curacao. WTD 4/23/64.

### 202 Dairy Products

**GERMANY**—Butter; canned milk, all grades, for provisioning ships. Direct purchase or agency. Gebr. Schoemaker (importer, wholesaler, ship chandler), 29 Schlachte (P.O. Box 1237), 28 Bremen. WTD 1/25/65.

### 203 Canning, Preserving Food

**GERMANY**—Canned and dried fruits, canned vegetables, fruit and vegetable juices; for provisioning ships. Direct purchase or agency. Gebr. Schoemaker (importer, wholesaler, ship chandler), 29 Schlachte (P.O. Box 1237), 28 Bremen. WTD 1/25/65.

**NETHERLANDS ANTILLES**—Complete line of canned foods: meat, fish products, fruits, fruit juices, vegetables. C.F. Muskus & Co. (El Ancora) (importer, retailer, wholesaler, agent), Heerenstraat 21 (P.O. Box 218), Curacao. WTD 4/23/63.

### 204 Grain Mill Products

**GERMANY**—Flour, cereals for provisioning ships. Direct purchase or agency. Gebr. Schoemaker (importer, wholesaler, ship chandler),

29 Schlachte (P.O. Box 1237), 28 Bremen. WTD 1/25/65.

**NETHERLANDS ANTILLES**—Complete line of cereals, Barley, Grains, flaked and flakes, corn. C.F. Muskus & Co. (El Ancora) (importer, retailer, wholesaler, agent), Heerenstraat 21 (P.O. Box 218), Curacao. WTD 4/23/63.

### 220 Textile Mill Products

**NETHERLANDS**—Fabrics for manufacturing clothing, made of cotton, rayon, Dacron, Orlon, nylon, mixed fibres. Requests replies from manufacturers only, samples price lists; direct purchase and agency. J. S. Agenturen (sales agent), 4 Edisonstraat, Amsterdam. WTD 8/24/64.

All kinds of printed woven fabrics for ladies' wearing apparel, made of cotton, rayon, Dacron, Orlon, nylon, mixed fibres (cotton, satin); requests replies from manufacturers only, samples, price lists requested. S.I. de Vries N.V. (importer), 11-17 Beursplein, Amsterdam. WTD 9/14/64.

**SOUTH AFRICA**—Foam backed Jersey cloth, in sueded and unsueded finish, requests replies from manufacturers only. Mendelson & Frost (Pty) Ltd., 10 Todd St. (P.O. Box 266), Port Elizabeth. WTD 4/30/64.

### 227 Floor Covering Mills

**SWEDEN**—Wall-to-wall carpets, all kinds; other "fitted" carpets. Direct purchase and agency. W. Thomas & Co. AB (importer, exporter, wholesaler, sales agent), Valhallavagen 130, Stockholm. WTD 2/2/65.

### 228 Yarn, Thread Mills, Products

**ECUADOR**—Cotton sewing threads, packaged for industrial use and for retailing; cones of 6,000 yd., 12,000 yd., on spools for household use; gage range: 2/40, 3/40, 2/60, 2/70, etc., f.o.b. and c.i.f. Guayaquil; direct purchase and agency; request replies in Spanish. Comin S.A. (importer, distributor), P.O. Box 554, Quito. WTD 4/24/64.

### 230 Apparel

**SWEDEN**—Men's and women's specialty outerwear including jackets, fancy shirts western style, agency and direct purchase. Engelbrektsboden AB (wholesaler, retailer), Gibraltargatan 1, Malmo C. WTD 1/28/65.

### 234 Women's, Misses', Children's, Infant's Under Garments

**BAHRAIN**—Women's, misses', children's underwear, all kinds. Direct purchase and agency. M. A. Jawahery & Sons (importer, retailer, wholesaler), Government Rd. WTD 12/13/64.

### 241 Logging Camps, Logging Contractors

● **GREECE**—Wooden poles, creosoted southern pine: 50,000. Tender No. 6370, bid deadline March 31. Hellenic Telecommunications Organization, Ltd. (OTE), Supply Dept., 20 Patission Street, Athens.★ (Telephone: 202-WO 7-3359).

### 242 Saw Mills, Planing Mills

● **UAR**—Softwood lumber, No. 1 common, or comparable, suitable for general construction and utility purposes, S4S, sizes 1" x 6" through 3" x 4" in 12, 14 and 16 ft., graded by recognized inspection agency. Approx. 425,000 board ft., for delivery Port Said, U.A.R., not later than April 15. Invitation No. 5-21524, bid deadline March 4, issued by United Nations, Purchase & Transportation Division, Rm. 2152, New York, N.Y., Attn: Mr. E. R. Baker. (Telephone Plaza 4-1234, Ext. 152).

### 243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

**GERMANY**—Plywood, for finishing interiors of buildings. Direct purchase or agency. Bau-Ausstattungs GmbH (importer, agent), 3 Alexandrastrasse, 62 Wiesbaden. WTD 2/2/65.

● **UAR**—Exterior plywood, grade A-C, Douglas fir, larch, pine, or equivalent substitutes such as birch, lauan, gaboon, limba, or abachi, for use by U.N. Forces; 400 sheets, ½"; 300 sheets, ¼"; 150 sheets of ¾", all 4' x 8'. By sealed bids, Invitation No. 5-21525, deadline March 4. Copies of invitation available from Purchase & Transportation Division, Rm. 2152, United Nations, New York, N.Y., or refer to Mr. E. R. Baker, Telephone 212-PL 4-1234, Ext. 152.

### 251 Household Furniture

**GIBRALTAR**—Bedroom, dining room, living room furniture. Angel Victor Trinidad (importer, exporter, wholesaler, retailer, commission agent), 58 Alameda House, Gibraltar. WTD 1/27/65.

### 261 Pulp Mills, Products

**AUSTRALIA**—Semi-bleached and bleached kraft pulp; sulphite pulps, full range; special quality (tear factor) pulps; dissolving pulps. Direct purchase and agency. Mr. R. C. Costello, Paper Mill & Industrial Supply Co. Pty. Ltd. (importer, agent), Box 4194, G.P.O., Sydney, N.S.W. WTD 12/31/64.

### 262 Paper Mill Products

● **IRAN**—350 tons white paper on bobbins, five widths from 244 mm to 613 mm, core dia. 70 mm, 120 mm, 150 mm, in bobbin weights of 125 to 250 kgs, high quality and coarse quality papers, at 90 grams plus 2 grams per sq. meter. Bid deadline April 28. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3534).

**NETHERLANDS**—One side coated solid board, one side coated sulphate board; offset paper preferably from bleached sulphate pulp; kraftliner; heavy mechanical machine coated paper; all other kinds of paper and cardboard. Direct purchase and agency. Henri G. de Vries (agent), 30 Stadhouderskade (or: P.O. Box 5083), Amsterdam. WTD 7/6/64.

### 264 Converted Paper, Paperboard Products

**FRANCE**—Paper bed sheets or sheeting. Requests replies in French. Manufacture du Grand-Sugny, Ets. Monin (importer), 1 Montmorot (Jura). WTD 1/21/65.

**GERMANY**—Stationery, all kinds. Importing distributor requests replies from manufacturers only, quotations c.i.f. Hamburg. Europa-Kontor GmbH, 228 Amsterdamer Strasse, 5 Koeln-Weidenpesch. WTD 1/25/65.

**SOUTH AFRICA**—Wallpaper, any other decorative or protective material for household wall surfaces. Harold Davidson & Co. (Pty) Ltd. (supplier), P.O. Box 436, Port Elizabeth. WTD 7/8/64.

### 266 Building Paper, Building Board Mills

● **UAR**—Insulation board (celotex or equivalent) for use by U.N. Forces; 1000 panels, ½"; 1000 panels, ¼"; both thicknesses in 4' x 8' face dimension; ½" thickness to be paper wrapped 8 panels to steel-straped bundle with wood protective edge strips; ¼" thickness requires only standard, well protected export packaging. To be quoted c & f Port Said, UAR. By sealed bids, Invitation No. 5-21528, deadline March 4, 2:30 p.m. Copies of invitation available from Purchasing & Transportation Division, Rm. 2152, United Nations, New York, N.Y., or refer to Mr. E. R. Baker, Telephone 212-PL-4-1234, Ext. 152.

### 273 Books

**GERMANY**—Books, periodicals, new and secondhand in German and English in psychology, philosophy, catholic theology, education. Requests replies in German, quotations c.i.f. European ports. Ferdinand Schoeningh (importer, publisher), Postfach 1020 or 3 Juchenplatz, 479 Paderborn. WTD 1/28/65.

### 280 Chemicals

**SWEDEN**—Heavy chemicals such as sulphur, naphtalene. Direct purchase and agency. J. Ringborg AB (importer, commission merchant, sales agent), Broddgatan 1, Norrkoping. WTD 2/3/65.

### 281 Industrial Chemicals

**CHILE**—Phenol, hexamethylene, tetramine, carbon black. Empresa Industrial y Comercial "INCO" Ltda. (importer, manufacturer, retailer), Jose Anania 116, Santiago de Chile. WTD 2/2/65.

● **IRAN**—84,000 liters of anti-freeze, ethylene glycol base, in four liter containers; bid deadline April 19. Ordnance Dept., IIA, Abbasabad Ave., Tehran.★ (Telephone: 202-WO 7-2067).

**SOUTH AFRICA**—Swimming pool chemicals; requests replies from manufacturers only. G. North & Son (Pty.) Ltd. (importer, manufacturer and distributor), P.O. Box 44, Elsies River, Cape Province. WTD 5/4/64.

### 282 Synthetic Materials

**FINLAND**—Vulcanizable polyethylene, chemically cross-linked polyethylene; requests descriptive literature, price lists; direct purchase and agency. Rentto Oy (manufacturers, importers, exporters), Hyvinkaa. WTD 2/2/65.

**HONG KONG**—Polystyrene and polyethylene molding compounds. Requests replies from manufacturers or suppliers. Refont Trading Co. (importer, exporter), Rooms 503-504, Wellington House, 3A Wyndham St., P.O. Box 15683, Hong Kong. Cable: REFONTRDC, Hong Kong. WTD 1/28/65.

**MOROCCO**—PVC resin, powder, for calendering and coating; all plasticizers, stabilizing ingredients, pigments, all kinds. Quotations Casablanca. La Marocaine d'Editions Pedagogiques (manufacturer), 1 Rue Edmond Rostand, Casablanca. WTD 7/30/63.

### 311 Leather Tanning, Finishing

**FRANCE**—Leather, skins, for garments; direct purchase and agency. Peausserie du Midi (importer, dealer), 10 Blvd. Jules Ferry, Paris 11e. WTD 9/30/64.

**JAPAN**—Leather, suede finish, for manufacturing women's jumpers, overcoats. Requests replies with samples, prices. Fujiya Sangyo Co., Ltd. (importer, exporter, wholesaler), 11, 5-chome, Fukuro-machi, Naka-ku, Nagoya. WTD 4/20/64.

## 322 Glass, Glassware

**BAHRAIN**—Glassware including decorative glassware for Christmas trees. Direct purchase and agency. M. A. Jawahery & Sons (importer, retailer, wholesaler), Government Rd. WTD 12/31/64.

## 324 Cement, Hydraulic

● **BURMA**—Cement, terracotta color, 350-112 lb. drums. Tender No. 47/CS/64-65/GOVT., bid deadline March 7. Secretary 1, People's Stores Corp., c/o Foreign Office, 77/81 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-967-3601).

## 331 Steel Mill Products

● **IRAQ**—Line pipe, 4500 ft. ¼" to 4" nom. dia.; standard pipe, 6000 ft. ½" to 6" nom. dia.; valves, fittings. Tender No. 1/65, bid deadline March 16. Purchasing Committee, Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-2363).

## 335 Rolling, Drawing, Extruding of Nonferrous Metals

● **CEYLON**—Supply of telephone cables, paper-covered guard trunk steel tape armoured, 38 pair, 20 lb. per mile copper and 54 pair, 20 lb. per mile copper, to replace existing telephone system covering 20 miles. Bid deadline April 26. Wing Commander, K. Nagarajah, Headquarters, Royal Ceylon Air Force, P.O. Box 594, Colombo.★ (Telephone: 202-WO 7-2162).

● **THAILAND**—Supply of copper cable, single conductor, strand shielded and phase shielded with metalized paper tape or semi-conducting tape over the insulation, 15 KV (4,000 ft.). Tender No. MEA-PSD-002, bid deadline March 2. The Metropolitan Electricity Authority, Chakraphet Rd., Bangkok.★ (Telephone: 202-WO 7-2162).

## 342 Cutlery, Hand Tools, General Hardware

**SWEDEN**—High or medium-priced hand tools and edge tools including saws and saw blades; agency and direct purchase. Bjarko Verktygs AB. (wholesaler), Smalandsgatan 15, Malmo S. WTD 1/28/65.

Small and handy tools for mechanical workshop industries, such as turning lathes, pliers, torque wrenches. Direct purchase and agency. Ottoson Trading Co. (OTRACO) (exporter, sales agent), P.O. Box 449, Stockholm. WTD 2/3/65.

## 343 Heating Apparatus, Plumbing Fixtures

**AUSTRALIA**—Controls, accessories for domestic gas heating units; direct purchase and agency. H. C. Gibbett Pty. Ltd. (merchants, engineers), 215 Victoria Rd., Largs Bay, South Australia. WTD 1/27/65.

**GERMANY**—Complete distributor and pressure reduction devices for gas heating, long distance heating; parts such as separators, heaters, heat storage units. Direct purchase and agency. Gebr. Boehling (manufacturer, wholesaler), Grosmannstrasse 118, Hamburg 28. WTD 11/24/64.

## 344 Fabricated Structural Metal Products

**AUSTRALIA**—Supply and erection of four 500 mw semi-outdoor type reheat boilers; steam pressure at superheater outlet (p.s.i.g.) 2,400 steam temperature at reheater outlet 1,005°F with associated ancilliary plant, building and other works for Liddell power station, N.S.W. Tender No. 1600, bid deadline May 31. The Manager and Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W. (Box 5257, G.P.O., Sydney).★ (Telephone: 202-WO 7-4242).

● **BURMA**—One Callender Hamilton bridge span 100', type "B-12," excluding footways materials as in BICC type plan drawing No. 4/SP/4864/201, total weight 72 tons. Tender No. 43/CS/64-65/GOVT, bid deadline March 1. Secretary 1, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-967-3601).

**GERMANY**—Heat exchangers for refinery, petrochemical, chemical processing purposes, such as oil preheaters, tank heating systems, air coolers. Special apparatus and processing equipment for chemical and foodstuff industries; parts such as condensers, reboilers, filters, agitators, extractors, lye evaporators. Direct purchase and agency. Gebr. Boehling (manufacturer, wholesaler), Grossmannstrasse 118, Hamburg 28. WTD 11/24/64.

● **IRAN**—Supply, erect, test two steam boilers, steam pressure for use 150 lb. per sq. inch, pressure produced from 180 to 225 lb. per sq. inch, semi-automatic, horizontal type with auxiliary equipment, spare parts for 4 years. Bid deadline April 26. The Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-4242).

## 351 Engines, Turbines

● **AUSTRALIA**—Supply and erection of four 500 mw reheat turbo-generators, associated ancilliary plant; other works for Liddell power station, N.S.W. tender No. 1601, bid deadline May 3. The Manager & Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh, Sydney, N.S.W. (Box 5257, G.P.O. Sydney).★ (Telephone: 202-WO 7-4242).

## 352 Farm Machinery

**SOUTH AFRICA**—Farm machinery, agricultural equipment, all types. G. North & Son (Pty.) Ltd. (importer, manufacturer, distributor), P.O. Box 44, Elsies River, Cape Province. WTD 5/4/64.

## 353 Construction, Mining, Material Handling Machinery

● **ETHIOPIA**—One 5-ton crane; one 3-ton elevator. Bid deadline March 22. Tender documents may be obtained from Travaux et Ateliers du Port De Djibouti, Addis Ababa.

**GERMANY**—Conveyer machines; complete conveyor systems. Requests replies in German from manufacturers only, quotations c.i.f. European ports. Direct purchase and agency. Scharf GmbH (manufacturer, agent, importer, exporter), Postfach 704, 47 Hamm/Westfalen. WTD 1/20/65.

● **GREECE**—One tracklaying, or wheel type tractor dozer, with 6 cylinder 4-cycle diesel engine, at least 190 hp. at flywheel, 155 hp. at drawbar, total net weight at least 20 tons; dozer to be cable operated through front mounted single drum cable control unit; rear mounted double drum cable control unit for operation of 15 cu. yd. Blaw Knox scraper. Tender No. DMPM-3324, bid deadline unavailable as yet. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 103.★ (Telephone: 202-WO 7-5566).

● **IRAQ**—One 6 m.t. capacity mobile crane powered by 50-65 hp. diesel engine, 30 ft. latticed type boom, total crane weight not to exceed 15 tons. Tender No. 17/65, bid deadline March 4. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5566).

● One pickup sweeper, vacuum type, equipped with 4 cu. yd. hopper capacity capable of sweeping one million sq. ft. of airport runway per hour. Tender No. 2/65, bid deadline March 25. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5566).

● **SUDAN**—One 3-ton overhead traveling crane. Tender No. 3147, bid beadline March 23. Sudan Government Purchasing Agent, 35 Cleveland Row, St. James' London, S.W.1.★ (Telephone: 202-WO 7-5589).

## 354 Metalworking Machinery

**PAKISTAN**—Crankshaft grinding machines, crankshaft length 60"-150"., cylinder boring machines, automotive; bore dia. 1.8"-6.5". Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. The Atlas Steel & Engineering Co. (importer, manufacturers' agent), 215/216 Insurance House No. 1, Habib Square, Karachi 2. WTD 1/21/65.

## 355 Special Industry Machinery

**AUSTRALIA**—Machinery, equipment for abattoirs industry; meat processing and packing plants; general food packaging machinery. Direct purchase and agency. H. C. Gibbett Pty. Ltd., 215 Victoria Rd., Largs Bay, South Australia. WTD 1/27/65.

**GERMANY**—Printing and reproduction machinery, supplies, equipment. Requests quotations c.i.f. Hamburg. Wilhelm Rahmann (wholesaler, importer, exporter, sales agent), 56 Bettinastrasse, 6 Frankfurt am Main. WTD 1/29/65.

Tire retreading equipment, power and hand operated such as buffing machines, spreaders, recapping, retreading machines. Requests replies in German from manufacturers only, quotations c.i.f. German or Dutch ports. Union Autoreifen und -zubehoer Import GmbH & Co. KG (importing distributor), 19a Marsiliusstr., 5 Koeln. WTD 9/25/63.

**LIBYA**—Government interested in equipment and machinery for oilseed crushing plant and refinery; invites services of U.S. firm to provide equipment, direct completion of project. Ali Bacckoush, Director of Research Dept., Ministry of Industry, Tripoli.

● **SUDAN**—One electrically heated water distiller, producing 8 gal. distilled water per hour. Tender No. 3244, bid deadline March 30. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James' London, S.W.1.★ (Telephone: 202-WO 7-5589).

## 356 General Industrial Machinery

**GERMANY**—Hydraulic pumps, motors, cylinders, steering and measuring units. Requests replies in German from manufacturers only, quotations c.i.f. European ports. Scharf GmbH (manufacturer, agent, importer, exporter), Postfach 704, 47 Hamm/Westfalen. WTD 1/20/65.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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**SOUTH AFRICA**—Swimming pool, water filtration equipment, all types; irrigation machinery, equipment, all types. G. North & Son (Pty.) Ltd. (importer, manufacturer, distributor), P.O. Box 44, Elsies River, Cape Province. WTD 5/4/64.

### 357 Office, Computing, Accounting Machines

**GERMANY**—Equipment, components for analog and digital data processing; printing impulse counters; electromagnetic, electronic counters; paper tape punchers. Requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. Direct purchase or agency. Rheinische Telefon Gesellschaft und Apparatebau Ernst Springorum KG (wholesaler, distributor, importer), 42 Koenigswall, 46 Dortmund. WTD 1/26/65.

Large high-quality electronic computers, data-processing equipment, other sophisticated business machines. Requests replies from manufacturers only; direct purchase and agency. Guenther Jaegersberg (importer, wholesaler), Spaldingstrasse 140, Hamburg 1. WTD 2/4/65.

### 358 Service Industry Machines

**GERMANY**—Commercial coin-operated drycleaning machines, 220/380 v., 60 cycles. Requests replies from manufacturers only. E. & E. Peters GmbH. (importer, wholesaler), Rothenbaumchaussee 211, Hamburg 13. WTD 11/4/63.

● **UAR**—Two portable electric air compressors for cleaning purposes, 165 lb. working pressure. Tender No. ER. 355 G8/641, bid deadline March 15. Egyptian Railways, Mechanical & Electrical Engineering Dept., Railways Bldg., Fifth Floor, Shubra, Cairo.★ (Telephone: 202-WO 7-5589).

### 359 Machinery

**JAPAN**—Amusement park games, suitable for resort game centers, outdoor, indoor, for adults. Direct purchase and agency. The Gosho Co., Ltd. (importer, exporter), Tokyo Office, Project Development Dept., Tokyo Central P.O. Box 36. Nihombashi Odemma-cho 3-chome, Chuo-ku, Tokyo. WTD 7/15/64.

### 362 Electrical Industrial Apparatus

**FINLAND**—Battery operated electric motors for light sport-fishing boats; requests descriptive literature, price lists; direct purchase or agency. Antti Berg, Sales Agency (importers, commission agents), Kapteeninkatu 11 B 14, Helsinki. WTD 11/18/64.

● **GREECE**—Fully automatic diesel generator sets, 17 sets, 60 to 70 kva each; ten sets, 35 to 40 kva each, 3 phase, 50 cycle, 231/400 v., a.c. Tender No. DED-880, bid deadline undetermined as yet. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 103.★ (Telephone: 202-WO 7-4242).

● **TURKEY**—Two diesel generator sets, 10-15 kw, 3X220/380 v., a.c., 50 cycle, 1500 rpm. with panels, tools, spare parts. Tender No. 3010/965, bid deadline March 5. Malzeme Mudurlugu, Denizcilik Bankasi TAO, Bahcekapi, Istanbul, (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-4242).

### 363 Household Appliances

**AUSTRALIA**—Controls, accessories for domestic gas cooking appliances; direct purchase and agency. H. C. Gibbett Pty. Ltd. (merchants, engineer), 215 Victoria Rd., Largs Bay, South Australia. WTD 1/27/65.

### 364 Electric Lighting, Wiring Equipment

● **COSTA RICA**—Supply of miscellaneous pole line hardware including station post insulators, bus support clamps and couples, T-connector tubing, 45 and 90 degree elbows. Tender No. 1188, bid deadline March 1. Instituto Costarricense de Electricidad (ICE), Aptdo. XXXII, San Jose. Correspondence preferred in Spanish. List of materials and conditions of contract available in Spanish.★ (Telephone: 202-WO 7-4242).

● **TURKEY**—Supply of seven 1000 watt, 220 v., a.c. marine type search lights complete with lamps and accessories. Tender No. 3011/965, bid deadline March 3. Malzeme Mudurlugu, Denizcilik Bankasi TAO Bahcekapi, Istanbul (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-4242).

### 365 Radio, Television Receiving Sets

**FRANCE**—Radio and television receivers, home type; recorders. (Electric and electronic appliances requiring an aftersale follow-up action or assembling before sale which could be done by French firm). Direct purchase and agency. S.A. Instant (manufacturer, importer, dealer), 127 Rue Vercingetorix, Paris, 14e. WTD 7/31/64.

**SWEDEN**—Transistor radio sets. All kinds, for mail-order business; electrically operated "build-it-yourself" radio hobby kits. Direct purchase and agency. Ottoson Trading Co. (OTRACO) (exporter, sales agent), P.O. Box 449, Stockholm. WTD 2/3/65.

Tape recorders, accessories such as microphones, separate speakers, record players, tape splicers, demagnetizing devices, amplifiers, tuners, transceivers. Perman Modeller (importer, exporter, wholesaler), Kungstensgatan 61, Stockholm Va. WTD 1/28/65.

### 366 Communication Equipment

● **GREECE**—Arrestors, bakelite plates, matching transformers, line filters, drainage coils, cross-connection wire for terminals of open wire lines, loading coils, estimated cost, $100,000. Tender No. 6383, bid deadline March 26. Hellenic Telecommunications Organization, Ltd. (OTE), Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● **IRAQ**—Supply of desk type telephone sets: 12,000 automatic, 1,000 magneto, 2,000 central battery, and associated equipment. Tender No. 65/1, bid deadline March 31. Posts, Telegraphs & Telephones Administration, Ministry of Communications, Baghdad.★ (Telephone: 202-WO 7-4823).

### 367 Electronic Components, Accessories

**FRANCE**—Radio and television receiving type electron tubes; television receiving type cathode ray tubes; antennas for home and auto; direct purchase and agency. S. A. Instant (manufacturer, importer, dealer), 127 Rue Vercingetorix, Paris, 14e. WTD 7/31/64.

**SWEDEN**—Electronic components such as capacitors. Direct purchase and agency. Gunnar Wiklund AB (importer, sales agent), Kungsgatan 38, Stockholm C. WTD 1/29/65.

### 371 Motor Vehicles, Motor Vehicle Equipment

**GERMANY**—Replacement parts for automobiles, trucks, which can be utilized in European market. Requests replies in German from manufacturers only; quotations c.i.f. European ports. Direct purchase and agency. Th. Stammel KG (wholesaler, agent, importer, exporter), 16 Antwerpenstr., 5 Koeln. WTD 1/22/65.

**SWEDEN**—Automobile accessories, all kinds. Requests replies from distributors or manufacturers. Direct purchase and agency. Ottoson Trading Co. (OTRACO) (exporter, sales agent), P.O. Box 449, Stockholm. WTD 2/3/65.

### 372 Aircraft, Parts

**SWEDEN**—Light aircraft designed for private and business use; helicopters, all kinds; direct purchase and agency. Caravan i Karlstad AB (importer, wholesaler, sales agent), Box 5012, Karlstad. WTD 2/2/65.

### 373 Ship Building, Repairing

**FINLAND**—Machinery, equipment, supplies, related items used in construction or maintenance in ship and boat yards; requests descriptive literature, price lists; direct purchase or agency. Oy Maritim Ab (wholesalers, importers, commission agents), Veneentekijantie 1, Helsinki. WTD 2/2/65.

### 374 Railroad Equipment

● **BURMA**—Supply of steam locomotive parts, including fire box tube plates, fire box inside wrapper, fire box inside back plates. Tender No. 737/L/32, deadline March 10. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon. Tender documents, drawings available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● Supply of parts for steam locomotives, including connecting rods, reversing links, wheels, pressure gages. Tender No. 736/L/26, bid deadline March 10. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon. Tender documents, drawings available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **CHILE**—One 300 to 400 hp. diesel switching locomotive, meter gage, or 3 motor tractors about 130 hp., trackmobile type or similar. Tender No. 1/965, bid deadline March 23. Direccion de la Empresa Portuaria de Chile (Port Works Authority), Calle Blanco 839, Valparaiso.★ (Telephone: 202-WO 7-4816).

### 381 Engineering, Laboratory, Scientific, Research Instruments

● **THAILAND**—One set of portable electric depth measuring logger, skid-mounted; assembly, consisting of recorder, cable reel and drive, depth measuring device; one secondary control system for above logger, complete with power supply, vacuum tube, voltmeter, connecting cable; one gamma ray logging system, recording sensitivities 0.001, 0.002, 0.01, 0.02, 0.05, 0.1 milliroentgens per hour at time constant of 0.5, 1, 2, 3, 5, 10, 16 seconds. Bid deadline March 1. The Mineral Resources Dept., Phya Thia Rd., Bangkok.★ (Telephone: 202-WO 7-2939).

### 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**GERMANY**—Electric and scientific measuring instruments for spectrochemical analysis.

Direct purchase and/or agency. Requests quotations c.i.f. European ports. Wolfgang Zeh (importer, wholesaler), 12 Salmstrasse, 41 Duisburg-Meiderich. WTD 1/29/65.

Meteorological, oceanographic instruments. C. T. (Hamburg) GmbH (importer), Beim Strohhause 20, 2000 Hamburg 1. WTD 1/20/65.

### 386 Photographic Equipment

**FRANCE**—Photocopying chemical products; direct purchase and agency. C.A.R.A.M. Comptoir d'Achat de Repartition d'Articles Manufactures (importer, wholesaler), 71-77, Rue du Theatre, Paris, 15e. WTD 1/29/65.

### 394 Toys, Amusement, Sporting Goods

**BAHRAIN**—Toys, all types. Direct purchase and agency. M. A. Jawahery & Sons (importer, retailer, wholesaler), Government Rd. WTD 12/13/64.

**FINLAND**—Full line winter and summer sporting goods; especially items for boating, camping; tackle, related equipment for sportfishing. Requests descriptive literature, price lists. Direct purchase or agency. Oy Maritim Ab (wholesalers, importers, commission agents), Veneentekijantie 1, Helsinki. WTD 2/2/65.

All types of hobby merchandise, games, sports items; requests descriptive literature, price lists; direct purchase or agency. Antti Berg, Sales Agency (importers, commission agents), Kapteeninkatu 11 B 14, Helsinki. WTD 11/18/64.

### 395 Pens, Pencils, Office, Artists' Materials

**FRANCE**—Pens; penpoints; fountain pens; mechanical pencils, parts; lead pencils; crayons; drawing inks; drafting materials; marking devices; carbon, stencil paper; inked ribbons for business machines; direct purchase and agency. Consortium Europeen S.A. (importer, wholesaler, agent), 15 Rue de l'Amiral Roussin, Paris, 15e. WTD 9/29/64.

### 399 Manufacturing Industries

**BAHRAIN**—Christmas tree ornaments; direct purchase and agency. M. A. Jawahery & Sons (importer, retailer, wholesaler), Government Rd. WTD 12/13/64.

**FINLAND**—Tents, portable stoves, cots, related items for camping use; requests descriptive literature, price lists; direct purchase or agency. Oy Maritim Ab (wholesalers, importers, commission agents), Veneentekijantie 1, Helsinki. WTD 2/2/65.

**GERMANY**—Wigs, wiglets, hairpieces; machinemade, handmade. Double-Hair-International, O.E. Schneider (manufacturer, importer, exporter, wholesaler), 6951 Obrigheim, Pariser Platz 1-3. WTD 2/3/65.

Candles for sale in stationery stores; novelty gift articles, all kinds. Requests replies from manufacturers only, quotations c.i.f. Hamburg. Europa- Kontor GmbH (importing distributor), 228 Amsterdamer Strasse 5 Koeln-Weidenpesh. WTD 1/25/65.

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# International Representation

***The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.***

### 011 Field Crop Farms

**VIET-NAM**—Raw cotton. Vimexco (Viet-Nam Import-Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

### 204 Grain Mill Products

**GERMANY**—Animal feed additives, all kinds. Requests replies in German from manufacturers only, quotations c.i.f. German or Dutch ports. Alfred Neufeld (manufacturers' agent), 193 Kaiserstiege, 4432 Gronau. WTD 1/20/65.

**VIET-NAM**—Wheat flour, 8%-11% protein. Vimexco (Viet-Nam Import Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

### 213 Tobacco

**VIET-NAM**—Tobacco leaf for manufacturing cigars, cigarettes. Vimexco (Viet-Nam Import-Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

### 220 Textile Mill Products

**DENMARK**—Dress materials: prints, cottons, synthetics, color-woven cottons, wool; men's and women's coat fabrics, cotton/synthetics; men's fancy suitings, woolen and worsted; plain corduroy plushes, cotton or synthetic; imitation fur. Desires exclusive agencies only. Holten Høeller (agent), 26 Frydendalsvej, Copenhagen V. WTD 6/4/64.

**FINLAND**—Men's suitings, medium and heavy weight, 11 to 14 oz.; requests brochures, price lists, samples. Hammarberg & Co. (importers, commission agents), Malminrinne 1 B, Helsinki. WTD 6/30/64.

**VIET-NAM**—Broad woven fabrics, particularly men's suiting materials. Vimexco (Viet-Nam Import-Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

### 228 Yarn, Thread Mills, Products

**VIET-NAM**—Rayon yarns; 60, 75, 100, 120D; bright and semi-dull. Acetate filament yarns; 55, 75, 85, 100, 120D; bright and semi-dull. Hosiery acrylic yarns. All in cones. Vimexco (Viet-Nam Import-Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

### 229 Textile Goods

**GERMANY**—Polyester foam, fleeced polyester fabrics. Juergen Hanning (manufacturers' agent), 7 Stuttgart-W, Lerchenstrasse 7 B. WTD 2/3/65.

### 231 Men's, Youths', Boys' Suits, Coats, Overcoats

**FRANCE**—Boys' suits, coats, overcoats. Societe Muriel-Geff (manufacturer, dealer), 25 Rue du Mail, Paris, 2e. WTD 10/1/64.

### 232 Men's, Youths', Boys' Furnishings

**FRANCE**—Boys' shirts, nightwear, underwear, trousers. Societe Muriel-Geff (manufacturer, dealer), 25 Rue du Mail, Paris, 2e. WTD 10/1/64.

**SWEDEN**—Men's sports and leisure wear such as shirts, sweaters, trousers. Firma Ulf Aschan (importer, sales agent), Strindbergsgatan 54, Stockholm. WTD 2/3/65.

### 234 Women's, Misses', Children's, Infants' Under Garments

**FRANCE**—Girls' underwear, nightwear. Societe Muriel-Geff (manufacturer, dealer), 25 Rue du Mail, Paris, 2e WTD 10/1/64.

### 236 Girls', Children's, Infants' Outerwear

**FRANCE**—Girls' dresses, blouses, coats, suits. Societe Muriel-Geff (manufacturer, dealer), 25 Rue du Mail, Paris, 2e. WTD 10/1/64.

### 281 Industrial Chemicals

**VENEZUELA**—Hexylene glycol (2-Methyl-2, 4-Pentanedoil); Sp. Gr. 20/20° .9210-.9240; 0.10% max. water by weight; boiling not below 192° C.; carloads; exact contents of 55 gal. dr. requested; fas/c&f prices. Exclusive agency for all Venezuela. Quimicas Asociadas C. A. (sales agent), Aptdo. No. 12.539, Sabana Grande, Caracas. WTD 1/25/65.

### 283 Drugs

**VIET-NAM**—Full line of pharmaceuticals and fine chemicals. Vimexco (Viet-Nam Import-Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

**VENEZUELA**—Castor oil, industrial standard Grade AA; Sp. Gr. 68°/68° F. .957-.963. Carloads; f.a.s. or C.&F. prices. Exclusive agency for all Venezuela. Quimicas Asociadas C. A. (sales agent), Aptdo. No. 12.539, Sabana Grande, Caracas. WTD 1/25/65.

### 285 Paints, Varnishes, Lacquers, Enamels

**ITALY**—Waterproof, anticorrosion, high-temperature resistant paints and varnishes for building industry. Edoardo Mellana (agent), Corso Q. Sella 22, Torino. WTD 1/28/65.

### 287 Agricultural Chemicals

**GERMANY**—Insecticides in liquid, powder forms. Requests replies in German from manufacturers only, quotations c. i. f. German or Dutch ports. Alfred Neufeld (agent), 193 Kaiserstiege, 4432 Gronau. WTD 1/20/65.

**VIET-NAM**—Full line of fertilizers, such as urea, tricalcium phosphate, ammonium sulphate, potassium chloride, potassium sulphate. Vimexco (Viet-Nam Import-Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

### 289 Chemical Products

**ITALY**—Antifreeze compounds for roads. Edoardo Mellana (agent), Corso Q. Sella 22, Torino. WTD 1/28/65.

### 295 Paving, Roofing Materials

**ITALY**—Roof coatings, cements, other prod-

ucts for covering roofs. Edoardo Mellana (agent), Corso Q. Sella 22, Torino. WTD 1/28/65.

### 301 Tires, Tubes

**VIET-NAM**—Tires, tubes for trucks and passenger cars. Vimexco (Viet-Nam Import-Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

### 314 Footwear

**SWEDEN**—Men's shoes, all kinds. Firma Ulf Aschan (importer, sales agent), Strindbergsgatan 54, Stockholm. WTD 2/3/65.

### 329 Abrasives, Asbestos, Nonmetallic Mineral Products

**ITALY**—Laps, diamond points, other implements for cutting or grinding. C. Nicola (manufacturer), Corso Palermo 11, Torino. WTD 1/29/65.

### 331 Steel Mill Products

**VIET-NAM**—Full line of steel mill products including steel sheets, tin plate, steel bars, aluminum bars, discs. Vimexco (Viet-Nam Import-Export Company Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

### 355 Special Industry Machinery

**ITALY**—Paper converting machinery, parts, attachments. Bookbinding and loose-leaf machines, equipment, supplies. C. Crespi (importer, wholesaler), Via Spartaco 19, Milan. WTD 2/4/64.

**SOUTH AFRICA**—Machinery for producing fish meal and fish oil; sorting and bulk weighing equipment for eviscerated fish. B. Jonson (Pty.) Ltd. (manufacturers' agent), P.O. Box 961, Cape Town. WTD 10/30/64.

### 362 Electrical Industrial Apparatus

**BELGIUM**—Plastic capacitors with metalized polyester/mylar; normal and miniature execution. Etablissements Marcel Ponjaert (importer, exporter, agent), 93 Ave. Coghen, Brussels. WTD 6/18/64.

### 366 Communication Equipment

**SOUTH AFRICA**—Transmitters, radio communication types: airborne, fixed station, land mobile, marine, microwave. Receivers, transceivers, transmitter-receivers, for radio communication: airborne; fixed, mobile, portable; marine, microwave. All kinds of broadcast equipment; electronic navigational aids; electronic industrial controls equipment, industrial television. Westbell Electronics (Pty) Ltd. (retailer, manufacturer, exporter, agent, wholesaler), P.O. Box 453, Johannesburg. WTD 1/19/65.

### 371 Motor Vehicles, Motor Vehicle Equipment

**VIET-NAM**—Full line of automotive spare parts for passenger cars and trucks. Vimexco (Viet-Nam Import Export Co. Promoter) (manufacturers' representative), 53 dai lo Ham Nghi, Saigon. WTD 1/25/65.

## Construction Projects

*Reports from overseas on late building and construction*

**ANGOLA**—(1 conto = $35.17). The Provincial Secretary of Public Works, Eng. Jose Luis Abecassis, in a speech before the recently reorganized technical Advisory Council for Public Works, announced that the 1965-1967 Public Works Plan calls for the expenditure of two million (contos) for **infrastructure projects:** 1½ million for highway, railroad, port, air transport, electric power and telecommunications equipment, and 500,000 for housing, school and hospital construction, and local improvements.

**BRAZIL**—The Commission for Competitive Bidding for the Installation of New Sugar Mills (established last April by the Federal Alcohol & Sugar Institute (IAA) recently approved installation of Government-financed sugar mills in Southern and Central Brazil. It is expected that IAA will issue a call for proposals.

Selected projects, awaiting final approval by IAA's Executive Commission, comprise 10 mills for the State of Parana, 9 for Sao Paulo, 6 for Minas Gerais, and one each for the States of Para, Espirito, Santo, Mato Grosso and the Territory of Amapa. Capacities of proposed units range from 100,000 to 500,000 sacks annually and a total of 10,450,000 sacks. **Write:** Federal Alcohol & Sugar Institute, Rio de Janeiro.

**COLOMBIA**—(100 pesos = $11.11). The Inter-American Development Bank has approved a loan equivalent to $5 million to **improve and expand the ports of Santa Marta, Barranquilla and Cartagena.** Borrower is the Empresa Puertos de Colombia, autonomous agency responsible for administering, maintaining and developing Colombia's port facilities.

Program, (total cost, $10,339,000) will provide for expansion and improvement of mooring, storage, loading and unloading facilities, and re-organization of administrative structure of these three ports:

**Cartagena**—Construction of additional pier for deep-draft vessels, cargo warehouse with all services, yards and paved access roads; conversion of two existing sheds into repair shops; purchase of loading and unloading machinery and equipment. Total cost, approx. $4¼ million.

**Barranquilla**—Expansion of river terminal and operating area: Construction of retaining wall, filling in low areas, paving 50,000 sq. meters; purchase of loading and unloading machinery and equipment. Total cost, approx. $1½ million.

**Santa Marta**—Construction of new banana terminal, paved yards and open storage areas; conversion of existing banana terminal into general purpose pier, relocation of railway yard. Total cost, approx. $4½ million.

Consolidation of administrative and accounting services of the three ports into one unit should reduce costs and provide more efficiency in activities, operation. **Write:** Empresa Puertos de Colombia, Bogota.

**INDIA**—(100 rupees = $21). The Ministry of Petroleum & Chemicals' plan for an **oil refinery** with an initial capacity of 50,000 barrels per day (approx. 2.5 million tons a year) is open to collaborating offers. The Ministry hopes to have the refinery in operation by mid-1968.

Refinery products will include motor, aviation and turbine fuel, kerosene, high speed diesel oil, fuel oil, naphtha (for fertilizers and petrochemicals), lubricants, and possibly jute batching oil.

Proposed lubricating oil plant should be capable of producing about 250,000 tons per year and should have blending and packing facilities.

**The Ministry would like to receive proposals by March 15.** An announcement from the Ministry stated:

"The minimum essential pre-requisite will be the provision of the entire foreign exchange required for setting up the refinery and lubricating oil plant. If the collaborating party so desires, the offer could be linked to supply of a definite quantity of crude oil over a specified period. But the prices offered should be competitive and credit and transport arrangements envisaged should be indicated. Offers for collaboration not linked to the supply of crude oil will, however, not be ruled out provided other compensating facilities are made available. In considering offers, due weight will be given to proposals for providing foreign exchange for projects in the field of fertilizers, petro-chemicals and indeed any other priority industry." **Write:** Ministry of Petroleum & Chemicals, New Delhi.

**IRAQ**—(ID1 = $2.80). The Ministry of Oil has announced its five-year plan includes these projects:

Construction of an **ID 12-million oil refinery at Basra** to be completed by 1969; an **ID 11-million oil refinery in Mosul** to be completed by 1973; **two natural gas pipelines from Kirkuk to Baghdad,** cost, ID 13-million; **marketing and distribution facilities for liquid gas,** cost ID 2½-million. **Write:** Ministry of Oil, Baghdad.

The Ralph M. Parsons Co., Los Angeles, Calif., has reportedly signed a $20-million contract for construction—in conjunction with their British partners and a German subcontractor—of a **sulphur extraction plant** in Kirkuk, to be completed by mid-1967.

**LIBYA**—(1L£ = $2.80). The Civil Aviation Dept. has announced that plans for a new **passenger lounge at Idris Airport** have been approved by the Council of Ministers; international tenders will be issued at a later date.

It was also announced that the road, which skirts the Mediterranean Sea for 1822 km. between Libya, Tunisia and the UAR, will be widened and resurfaced in selected areas to be announced later this year by Libya's Ministry of Communications. Preliminary engineering specifications include widening and correction of sharp curves, repair of existing gradients, expansion of certain bridges, reconstruction of the Wadi Ku and Caam bridges, and also the widening of several sections to 7½ meters. International tenders will be issued later this year.

**MALAYSIA**—(M$100 = $32.68). The National Iron & Steel Mills, Ltd., Singapore, has ordered two arc furnaces from a U.S. company as part of a M$10-million expansion program for a M$100-million integrated **steel mill complex at Jurong.** These furnaces will enable the company to increase its steel-making annual capacity from 60,000 tons to 180,000 tons, matching the present rolling mill capacity and will accelerate the materialization of the ¼-million ton blast furnace under consideration.

Furnaces will cost M$1.8 million; overhead cranes and other equipment M$4 million. An additional M$6 million is needed for working capital.

**PAKISTAN**—(100 rupees = $21). Construction has begun on the Eastern Refinery, Ltd.,

in Chittagong. A $10-million French loan will help finance the project; Regie Autonome des Petroles is a 30% shareholder. Scheduled for completion in mid-1966, the refinery, it is hoped, will produce enough to meet East Pakistan's requirements for petroleum products. Initially, one million m.t. of crude oil will be processed annually; later, 1½ million m.t. Consideration is being given to a proposal for laying a pipeline from the refinery to the harbor at Chittagong. This pipeline could hook into tankers, thereby eliminating berthing at the usually crowded port.

**SAUDI ARABIA**—(100 riyals = $22). An agreement was concluded between General Petroleum & Minerals Organization (Petromin) and two U.S. firms for construction of an **ammonia plant** in the Eastern Province.

Under the agreement, the Occidental Petroleum Corp., Los Angeles, Calif., will supervise construction of a plant at Damman. Plant will have daily capacity of 600 tons of ammonia and 35 tons of sulphur (by-product). Agreement provides that Occidental's subsidiary, the International Ore & Fertilizer Co. will market plant's products abroad.

Feasibility studies are being made to determine what kind of plant and process should be employed. Construction bids will be sought upon completion of the studies.

Cost of the project, estimated at SR100 million, is to be covered partly by the Saudi Government and the balance by public sale of stock.

**SOUTH AFRICA**—(1 rand = $1.40). According to the Ministry of Planning, a multimillion-rand **fishing harbor** for Cape Town will be constructed at Rietvle on the Milnerton side of Table Bay. Harbor is first of several projects for that area; others are a shipyard and various facilities.

Two subsidiaries of British petroleum groups, Shell South Africa (Pty.) Ltd. and B.P. Southern Africa (Pty.) Ltd., are planning a R10 million **lubricating oil plant at Reunion,** to be erected adjacent to jointly-owned petroleum refinery of Shell and B.P. South African Petroleum Refineries (Pty.) Ltd. Construction should begin soon. Schedule for completion is within two years.

**TAIWAN**—(NT$40 = $1). The Taiwan Fertilizer Co., 91 Hengyang Rd., Taipei, Taiwan, is planning a new **nitrogen fertilizer plant** at Hsinchu with a daily production capacity of 400 tons of liquid ammonium, 300 tons of urea and 450 tons of ammonium sulphate. New plant will increase firm's production by 75%.

The company is requesting **world-wide open bids for a package unit of one complete ammonium-urea-ammonium sulphate plant, including engineering, equipment, materials and construction supervision.** Bidders will have to supervise initial operations and establish training programs for company's engineers. Construction will be done by the Taiwan Fertilizer Co. under contractor's supervision. Quotations should give lump sum for c.i.f. and f.o.b. Specifications are available from the Central Trust of China, company's agent, to interested firms. **Write:** Central Trust of China, No. 49, Section 1, Wuchang St., Taipei, Taiwan.

**TRINIDAD & TOBAGO**—(WI$1 = $0.60). A $4 million **expansion and improvement plan** will be initiated this year **for Port of Spain.** Major expansion work will consist of filling in a 1400′ gap existing between King's Wharf and King's Wharf Extension of the Port of Spain waterfront, thus creating additional berthing space. Minimum depth alongside will be 35′. Construction of a **passenger-freight terminal** at this location is also planned. Engineering and design work is being done by Parker & Parsons Brinkerhoff Ltd. (combination of U.S. firm of Parsons, Brinkerhoff, Quade & Douglas, and Canada's Parsons & Associates), 34 Abercromby St., Port of Spain.

The smaller parts of the proposed port development program, which are being engineered by three different local firms, include construction of a new 600 x 150′ **warehouse,** construction of a new port **administration building,** and **improvement work on two small existing jetties** used by interisland schooners.

Invitations to tender on at least some of the work will be published within the next few months. **Write:** Port Authority of Trinidad and Tobago, King's Wharf, Port of Spain, Trinidad, W.I.

# Leads for Importers

### 105 Bauxite, Other Aluminum Ores

**★★ GREECE—Trade Mission**

Interested in exporting bauxite ore to U.S. markets; competitive prices. Louis Theodoropoulos, Southern Hellas Mine Enterprises Co. Ltd., 3, Platia Aghion Theodoron, Athens. WTD 1/26/65.

### 203 Canning, Preserving Foods

**BRAZIL**—Frozen concentrated orange juice, in 50 gal. drums lined with polyethylene bags; samples sent upon request. Direct sales. Universal Citrus S.A., Industria, Comercio e Exportacao, Rua Libero Badaro 501, 12° andar, Sao Paulo. WTD 1/14/64.

**SPAIN**—Canned meats, fruits, vegetables, fruit juices. Requests replies in Spanish. Los Alpes "Chapela y Rios" (importer, retailer, wholesaler, commission agent), Falange Espanola 3, Ceuta. WTD 1/20/65.

### 228 Yarn, Thread Mills, Products

**FRANCE**—Angora rabbits hair, camels' hair yarns. France Angora—Claude Bremond (exporter, dealer), Chateau de Soucelles, Soucelles (Maine-et-Loire). WTD 9/29/64.

### 273 Books

**GERMANY**—New German and English language books and periodicals in psychology, philosophy, catholic theology, education. Direct sale. Requests replies in German, quotations f.o.b. Hamburg or Bremen. Ferdinand Schoeningh (publisher, exporter), Postfach 1020 or 3 Juehenplatz, 479 Paderborn. WTD 1/28/65.

### 328 Cut Stone, Stone Products

**★★ GREECE—Trade Mission**

Marble quarry wishes to export marble to U.S., competitive prices. Louis Theodoropoulos, Southern Hellas Mine Enterprises Co. Ltd., 3, Aghion Theodoron, Athens. WTD 1/26/65.

### 352 Farm Machinery

**FRANCE**—Agricultural wheel tractors; tractors for vineyards, arboriculture. Regie Nationale des Usines Renault (manufacturer, exporter, dealer), 8-10 Ave. Emile Zola, Boulogne-Billancourt (Seine). WTD 3/18/64.

# Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**AUSTRALIA**—Keith H. Joseph, Managing Director, Clifton H. Joseph & Son Pty. Ltd., 89 Flinders Lane, Melbourne, C. 1, Victoria, interested in **vinyl floor coverings, preferably 12′ wide, scatter and area rugs in cotton, nylon, viscose and other types of carpets, except broadloom and body carpet; textiles—fur fabrics, laces for underwear, roller printed cotton material for children's wear; fancy goods—all lines suitable for gift and jewelry stores.** Arriving late March for four weeks, via Los Angeles. c/o Department of Commerce Field Offices in cities visited. Itinerary: Los Angeles, 3 days; Chicago and Boston, 3 days; New York, 3 weeks. WTD 4/24/64.

F. K. Overheu, representing The Sydney Cold Stores, Ltd., 702-730 Harris St., Ultimo, Sydney, **interested in visiting cold storage and freezing plants** to study latest methods and techniques; may **purchase equipment** for a new plant being erected in Sydney. March 25 for five weeks, via Honolulu. c/o Australian Trade Commissioner, 636 Fifth Ave., New York, N.Y. Itinerary: San Francisco; Los Angeles; Dallas; New Orleans; Chicago; New York; Washington, D.C. Will return to New York from Europe to attend convention of National Association of Refrigerated Warehouses, May 9-12. WTD 9/15/64 for Marcus Clark & Co., Ltd., Sydney, of which The Sydney Cold Stores, Ltd., is a wholly-owned subsidiary.

**INDONESIA**—Mr. Masagung, representing P. T. Gunung Agung, Djalan Kwitang 13, Djakarta, interested in importing **U.S. textbooks** into Indonesia. Firm also imports business equipment, stationery and general merchandise; exports art objects and Indonesian books to the U.S. Feb. 25 for 20 days, via New York. c/o Henry M. Snyder & Co., Inc., 440 Park Avenue South, New York, N.Y. Itinerary: New York City, Ithaca, N.Y.; San Francisco. WTD 9/28/64.

**NETHERLANDS**—Jan J. Cornelissen, representing Jan Cornelissen Import Export Co., 40 Johan van Oldenbarneveltweg, Wassenaar, interested in **import of and agency for U.S. manufacturers of high quality men's wear** (slacks, shirts, socks, underwear, denims, blazers, sportswear, gloves, sport jackets). Arriving first week of March for three weeks, via New York. c/o U.S. Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Philadelphia. WTD 1/27/65.

**SOUTH AFRICA**—H. M. Marsh, Town Planner, B. L. Loffell, City Engineer, and Councillor J. F. Oberholzer (Mayor of Johannesburg 1963-64), representing the City Council of Johannesburg, City Hall Offices, Johannesburg, interested in studying **urban renewal projects and U.S. techniques in this field, mass transit systems and motor expressways** through cities. March 29 for two months via Washington, D.C. c/o Housing & Home Finance Agency, 1626 K Street NW., Washington, D.C. 20410. Itinerary: Baltimore, Nashville, Knoxville, Detroit, Seattle, San Francisco, Sacramento, Los Angeles, Philadelphia.

# New Books and Reports

***Exporters' Encyclopaedia: 1965 (60th Ed.).* Edited by Lowell Kerr. Thomas Ashwell and Co., New York. 1,792 pp. $45.**

Contains information relative to making shipments to every country in the world recognized by the United States. Supplementary bulletins keep the Encyclopaedia up to date throughout the year. Sections cover ports and trade centers, the export regulations and practices of the world's countries, communications, general reference tables, foreign trade organizations, general export information, export and shipping practice, and ports.

**Write:** Thomas Ashwell & Company, 551 Fifth Avenue, New York, N.Y.

***Bottin International Business Register*, 1965. Societe Didot-Bottin, Paris. 2,584pp. $30.**

The first section of this French-language directory, "The World by Trades," contains the addresses of producers, manufacturers, dealers, distributors, importers and exporters of specific items. The second section deals with countries of the world, listing embassies, consulates, chambers of commerce, customs agents, shipping lines, travel agencies, insurance companies, banks, hotels and other agencies concerned with international trade.

**Write:** Bottin International, 1 Rue Sebastian Bottin, Paris 7e, France.

***Fiscal Survey of Colombia.* Published by Johns Hopkins Press, Baltimore, Md. 276 pp. $8.95.**

This is the second in a series of mission reports to be prepared under the Joint Tax Program of the Organization of American States (OAS) and the Inter-American Development Bank (IDB). As originally constituted, the work of the Joint Tax Program also embodied the efforts of the United Nations Economic Commission for Latin America (ECLA) to strengthen the taxation systems of Latin America.

A Conference on Fiscal Policy was held in Santiago, Chile, in December 1962. The participation of ECLA in the activities of the Joint Tax Program ended with the Santiago Conference.

Like the first report, Fiscal Survey of Panama, the one on Colombia deals with the salient characteristics and problems encountered by those interested in studying the effects of a tax system on Colombia's over-all economy and in formulating reform measures oriented to achieve a more equitable income distribution and accelerate the development process.

**Write:** Johns Hopkins Press, Baltimore, Md. **W.F.**

***The Right of Establishment in the Common Market.* By Ulrich Everling. Commerce Clearing House, Chicago. 236pp. $15.**

This book is a comprehensive discussion of the right of individuals and companies to do business within the Common Market under provisions of the Rome Treaty. The freedom of establishment provisions of the Treaty call for EEC member countries to eliminate discrimination among themselves in the establishment of enterprises by 1970.

It also discusses the relationship of the treaty's provisions on services and the movement of capital to the right of establishment. An introductory chapter discusses the significance of the right of establishment to U.S. firms and their branches and subsidiaries.

**Write:** The Commerce Clearing House, Inc., 4025 W. Peterson Avenue, Chicago 46, Illinois.

***New York Times World Economic Review and Forecast: 1965.* Edited by Lee Kanner. Published in association with Grosset & Dunlap, New York. 256 pp. $5.95 (paperback: $2.95).**

The five year-end economic reports published annually in the Times have been published as a single volume. The reports deal with the National Business Review, Europe and the Mideast, Asia, the Americas, and Africa.

**Write:** Grosset and Dunlap, Inc., 51 Madison Ave., New York, N.Y.

***Australian Directory of Exports: 1964-65 Edition.* Oxbridge Publishing Co., New York. 312 pp. $15.**

Alphabetical listings of Australian products, exporters and service industries such as advertising agents, banks, publishers and airlines Also brand name index to products, and a general survey of Australian marketing practices, economy, industry location, geography and climate, political system and currency.

**Write:** Oxbridge Publishing Co., Inc., 420 Lexington Ave., New York, N.Y. 10017.

***Directory of U.S. Consulting Engineers.* Consulting Engineers Council, Washington. Approx. 200 pp. Price varies.**

Published as an aid in increasing the export of the services of U.S. consulting engineers, the directory contains a description of consulting engineering firms available for work in the overseas engineering market, suggested procedures for selecting a consulting engineer firm, the advantages of retaining U.S. firms, and a cross-indexed system to permit ease in locating firms with special qualifications and experience. Parts of the directory are printed in three languages.

Distribution is being made world-wide to U.S. Embassies and Government agencies, trade missions and centers, international finance and lending organizations, and professional and trade associations.

The directory was prepared under the supervision of the Consulting Engineers Council's International Engineering Committee, in cooperation with the U.S. Department of Commerce. CEC membership includes more than 1700 consulting firms engaged in private practice.

The Associated General Contractors (AGC) is developing a similar directory.

**Write:** the Consulting Engineers Council, 1155 15th St. NW., Washington, D.C.

***The Protection of Foreign Investment.* By Richard B. Lillich. Syracuse University Press, Syracuse, New York. Details to be announced.**

The six inter-related studies in this volume examine and evaluate various aspects of the protection of foreign investment. The author's central thesis is that existing protective measures are generally inadequate and often inconsistent, and that what is needed is an expanded and integrated program to protect American investment abroad.

The book is in three parts, each containing two detailed studies. Part I, Protection in Municipal Courts, includes "Sovereign Immunity" and "Act of State"; Part II, Protection by the Government: "Hickenlooper Amendment" and "Investment Guaranty Program"; Part III, Protection for the Future: "Preadjudication of Claims" and "A New Look at Old Problems."

**Write:** Syracuse University Press, Box 87, University Station, Syracuse, New York, 13210.

***15th Report on the Operations of the U.S. Trade Agreements Program.* U.S. Tariff Commission, Washington. 146pp. Free.**

The U.S. Tariff Commission has issued its 15th report on the operation of the trade agreements program, covering the period from July 1962 through June 1963. At the close of that period, the United States had trade-agreement obligations in force with 58 countries.

During the period covered by the 15th report, the Trade Expansion Act of 1962 became law; whereby Congress delegated new authority to the President to enter into trade agreements and to modify the U.S. rates of duty to carry out such agreements. The members of the General Agreement on Tariffs and Trade (GATT) began preparing for the sixth round of multilateral trade-agreement negotiations —widely known as "the Kennedy round." The 20th Session of the Contracting Parties to the GATT was held in the fall of 1962.

The Trade Expansion Act of 1962 requires the Commission to submit a report on the operation of the trade agreements program to the Congress at least once a year. Copies of the report may be obtained from the Secretary, U.S. Tariff Commission, Washington, D.C. 20436.

***Handbook of Statistics for the Federal Republic of Germany: 1964.* Published by W. Kohlhammer Verlag, Mainz, Germany. 208pp. $1.75 (plus postage.)**

This handbook presents, in English, the major and most recent data from all fields of official German statistics. Data on production, income, wage rates and prices are included, as well as figures which give a concise picture of German economic and social conditions. This handbook is an English version of the German edition, except that more recent figures are used wherever possible. There is also a French edition.

**Write:** W. Kohlhammer Verlag GmbH, Postfach 1150, Mainz, Germany.

***Tanker Shipping.* J. Bes. 1963. Barket & Howard Ltd., London. 245 pp. $15.**

Comprehensive world-wide coverage of tankers and their use in movement of various cargo, primarily crude oil and related products. Includes statistical detail through 1962 on world tanker fleet, new construction, traffic world-wide, terminal ports and facilities, world oil production and consumption with some estimates for 1965. Section on oil pipe line systems in use, under construction and proposed. Treats in detail chartering practices with sample charter contract forms, charter rate structure and average freight rate assessments. Lists tanker finance companies.

**U.S. distributor:** W. S. Heinman, 400 East 72nd St., New York, N.Y. 10021.

***International Tin Council Statistical Yearbook: 1964.* London. 280pp. $9 (postpaid).**

This fifth annual edition of the International Tin Council's Yearbook gives a statistical review of the world tin industry's 1964 performance. Covers the world tin market, East-West trade in tin, mine production, smelter production, consumption, governmental stockpiles and production by countries. The tinplate industry is covered in detail, and the greater section of the book consists of tables describing the tin industry in individual countries. The second major section of the book is devoted to a nation by nation breakdown of the canning industry.

**Write:** International Tin Council, Haymarket House, 28 Haymarket, London, S.W.1.

***The Financial Post Survey of Oils: 1964.* MacLean-Hunter Publishing Co., Toronto. 204 pp. $6.**

Examines companies active in the Canadian oil and gas industry. Gives recent developments, subsidiaries, reserves, key executives, capital stock, long-term liabilities and accounts. Lists inactive companies. Traces the growth of oil and gas production, fields, and reserves. Provides production/consumption statistics, an eight-year range of stock prices, and maps depicting individual producing fields and lands held in active exploration areas.

**Write:** MacLean-Hunter Publishing Company, Ltd., 481 University Ave., Toronto 2, Canada.

***Stock Market of Europe—A Practical Guide.* Dr. Clarence H. Gillett. (Article) The Commercial and Financial Chronicle, Dec. 17, 1964. pp. 3; 26-27. 50¢ per copy.**

Summary of a five-month, on-the-spot study of 13 stock exchanges in Europe, comparing their membership and operating methods with those of American exchanges. Explains how transactions are handled, including foreign sales, and stresses distinctions many European exchanges make between trading and investment activities.

**Write:** Commercial and Financial Chronicle, 25 Park Place, New York, N.Y. 10007.

***Foreign Commerce Handbook: Basic Information and a Guide to Sources.* (15th Ed.) Chamber of Commerce of the U.S., Washington. 169 pp. $2.**

Reference to sources of information and foreign trade services available from U.S. Government and business organizations. Also provides briefs on major subjects of particular interest to foreign traders. Includes bibliography of pertinent reference works, books, pamphlets and periodicals, with listing of selected organizations and their addresses such as foreign and domestic Chambers of Commerce, foreign Embassies and Legations and World Trade Clubs in the U.S., and Dept. of Commerce Field Offices.

**Write:** Chamber of Commerce of the U.S., 1615 "H" St. NW., Washington, D.C. 20006.

***New Opportunities for Direct Investment in the U.S.A.* S. George Greenspan. Adler, Faunce & Leonard, New York. 4 pp. 25¢.**

Cites current economic and business developments in the U.S., and relates them to opportunities for European firms to establish U.S. based enterprises. Seeks to dispel notion that U.S. is nation of corporate giants with no room for small or foreign investors. Briefly discusses methods of investment for entering U.S. markets, preparation, tax laws favoring foreign investors, U.S. desire to attract foreign capital, availability of professional consultants and a good labor market. Also available in German and French.

**Write:** Adler, Faunce & Leonard, 101 Park Ave., New York, N.Y. 10017.

***Food Distribution in Norway.* (Special Report No. 1.) Marketing in Europe, The Economist Intelligence Unit, New York, Sept. 1964. pp. 28-34. $15 single copy.**

Describes wholesale and retail outlets in Norway, noting the decline in total number of both during the past decade and the change in character of many. A marked trend towards concentration in the food trade, the growth of self-service stores, supermarkets and discount stores, and the importance of consumer cooperatives.

This issue also contains a special report on Food Packaging in Belgium, which examines food packaging trends for milk, edible oil, biscuits, frozen foods, and sweets and chocolates.

**Write:** Economist Intelligence Unit, Ltd., 60 E. 42nd St., New York, N.Y. 10017.



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# Calendar *for international traders*

### February

**23**—In-Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

**23**—"In-Office Workshop" on Export Expansion, Field Office, **Jacksonville, Fla.**

**23**—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

**23**—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

**23**—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

**23**—Businessmen's Consultations with members, U.S. Trade Mission to Greece, Field Office, **Philadelphia.**

**23**—Export Counseling Program, Chamber of Commerce Board Room, **Pittsburgh.** Sponsors: World Trade Council, Chamber of Commerce of Greater Pittsburgh; REEC.

**24**—In-Office Workshop, 10 a.m., Federal Reserve Bank Bldg., **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

**24**—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

**24**—Special interest seminar on Trade Fairs, 2:30 p.m.-5 p.m., LaSalle Hotel, **Chicago.** Sponsor: International Trade Club.

**24**—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

**24**—"How To" Conference on Export Trade Expansion, 10 a.m., Field Office, **Philadelphia.** Sponsor: Field Office, Department of Commerce.

**24**—"Channels of Distribution" seminar, Koppers Bldg., **Pittsburgh.** Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

**25**—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Motor and Equipment Manufacturers Assn.; Field Office, Department of Commerce.

**25**—West Georgia Export Seminar, Columbus College, **Columbus, Ga.** Sponsors: Columbus College; Field Office, Department of Commerce; REEC; SBA.

**25**—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

**25**—World Trade Club, monthly dinner meeting, Statler-Hilton Hotel, **St. Louis.**

**25**—Delaware Valley Council panel discussion, luncheon meeting, Barclay Hotel, **Philadelphia.**

### March

**1-2**—Chicago World Trade Conference, LaSalle Hotel, **Chicago.** Speakers: E. E. Schnellbacher, Eugene Birnbaum, Bureau of International Commerce.

**1-2**—Chain Store Executives, annual meeting, Holiday Inn, **New York.** Speaker: Jacob E. Katz, BDSA.

**2**—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

**2**—Marine Transportation Seminar, Sheraton Hotel, **Philadelphia.** Sponsor: American Society of International Executives.

**2**—Export Educational Seminar—Export Marketing, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

**2**—International Traders Club of Scranton, luncheon meeting, Chamber of Commerce, **Scranton, Pa.**

**2**—Export Training Course, 1st of seven weekly sessions, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Long Island University College of Business Administration; Field Office, Department of Commerce; REEC.

**2**—FCIB Round Table Conference on Foreign Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

**3**—Kentucky World Trade Conference, Sheraton Hotel, **Louisville.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce. Sponsor: Kentuckiana World Commerce Council.

**4**—In-Office Meeting, Field Office, **Chicago.**

**4**—Export Educational Seminar—Export Procedures, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

**5**—5th Annual New Products Marketing Conference, Statler Hilton Hotel, **Detroit.** Speaker: George Donat, BDSA Administrator. Sponsor: American Marketing Assn. (Detroit Chapter).

**8**—Farm Forum on "Marketing Here and Abroad," Hotel Leamington, **Minneapolis.** Sponsor: Minneapolis Chamber of Commerce.

**9**—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

**9**—Automotive Exporters' Club, Builders Bldg., **Chicago.**

**9**—Export training class, 1st of six weekly sessions, 6:15 p.m., LaSalle Hotel, **Chicago.** Sponsor: International Trade Club.

**9**—"In-Office" Workshop on export credit insurance, Field Office, Federal Bldg., **Memphis.** Sponsors: Export Expansion Committee of the American Institute of Marine Underwriters; FCIA; Field Office, Department of Commerce.

**9**—Export Educational Seminar—Export Financing and Credit, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable, REEC; Field Office, Department of Commerce.

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